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REMOTE STORAGE

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 6, 1916

THE CONDITION OF BUSINESS.

New York

The condition of trade is what might be expected after a long holiday. Beginning with Friday night there was a great exodus from the city. Many of the houses closed all day Saturday and Monday. There was the usual delay in returning, and the week for business was practically confined to three days Out-of-town buyers are not fond of spending any holidays in New York, much less "the day we celebrate." In a round of visits among the wholesale men, the majority reported a state of extreme quietude. In many places a buyer had not been seen for days, and yet in nearly all the office force was busy. The man who walks into a crockery establishment to buy has little idea of the detail which his purchase requires. If it is an import order the formalities of the Custom House—the entries, consul fees, duties, and the technicalities attendant on the passing of ware—not only require much labor, but accuracy to a degree. The mistake of a figure may entail much inconvenience to the importer, for the customs officials are lynx-eyed and watch everything. The comparatively simple matter of placing an order for one hundred or five hundred dollars' worth of goods is only the beginning of a lot of things; so that while buying may be slow, there is likely to be considerable animation in the clerical department.

The opening of the fall season is at hand. There is a diversity of opinion as to whether or not buyers will come early. One thing is sure—there are very few goods to be had for immediate shipment in either foreign or domestic crockery and glassware. So far as can be ascertained, but little stock, except, perhaps, English earthenware, is being sent over, as the import orders monopolize the attention of the factories; and as the domestic factories are also working on order they have little or no time to accumulate. The result is that on open-stock dinnerware the supply is so limited that buyers are simply howling for matchings. If buyers come to the market early and place their orders now they will stand a better chance than if they put the matter off. The manufacturers are doing the best they can. They are crowdiug their workmen to the utmost and are endeavoring to fill orders as promptly as possbile. The freight embargo has been the cause of much trouble, and just now with the mobilization of the army the railroads are more upset than ever; but it is hoped that that obstacle will soon be removed, as the men will all be on the border before long.

The question of price is still annoying; but buyers should remember that the manufacturer stands in exactly the same position as they do. The buyer wants stable prices, and cannot get them. The manufacturer wants prices on raw materials, and can only get them from day to day; consequently, cannot make a definite price. There are some unreasonable men who cannot understand this condition of affairs. There are others who take the thing philosophically and are helping the manufacturer by being patient. In times like these, instead of fault-finding and grumbling, everybody should accept the situation and take things as they come.

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East Liverpool and Vicinity

Although this is the "off season" the volume of new business being received by the manufacturing potters is quite above the average. While considerable back business still remains on the files, the manufacturers say that all such orders are being cleaned up as fast as possible. Help is still a bit scarce in some branches, and with the workers' convention in session quite a number of employees are off duty. This has a slight tendency to decrease production for the time being. Merchandise is wanted in all sections as soon as possible. Decorated dinnerware is in heavy demand, while the call for white ware is heavier than some plants can care for.

Pittsburgh and Vicinity

Shipments of glassware out of this district are somewhat more spirited than during the past season. On some orders specifications are being caught up with, and new business is now being looked after. There are some factories, however, which are still away back on orders, and this condition is expected to continue throughout the season on account of the heavy volume of new business being received. Seasonable lines continue in active demand. Assortments are rather well called for and blown ware cannot be supplied fast enough. Blanks for cutters are in good demand, and specialties are also having a good movement.

HIGH FINANCE.

OTTO H. KAHN, the well-known financier, has recently published a brochure on high finance which is very instructive. Chapter V is so full of common sense that we reproduce it in full and recommend its perusal by all business men:

The people are fair-minded, and when fully informed almost invariably wise and right in their judgment—which cannot always be said of their representatives.

When scolded, browbeaten, maligned and harassed finance may well turn upon its professional fault-finders and challenge comparison.

Finance and financiers have had no mean share in creating organizations and institutions in this country which are models of efficiency and which men from all quarters of the globe come here to study and admire.

It is the critics of finance and business who—to mention but a few instances—have given to the army aeroplanes that are grossly defective, to the navy submarines that are in constant trouble, who have passed laws which have driven our ships off the seas in the world's trade, and other laws which have mainly brought it about that in the year 1915 less railroad mileage has been constructed in the United States than within any one year since the Civil war.

Just as Congress, by a series of laws, has imposed burdens and costs upon ships operating under the American flag which made it impossible for capital to invest in American ships for use in the world's trade and earn a fair return in normal times, so the Federal and State Legislatures, during the past ten years, have imposed upon the railroads all kinds of exactions, restrictions and increasing costs which have had the result of arresting progress, and which threaten, after the cessation of the present period of abnormal earnings, to seriously lame that vastly important industry.

Congress has done little to indicate that it recognizes the urgency and bigness and significance of the momentous situation which confronts the country.

Nor does it seem inclined to pay serious heed to the views of business—and by that I do not mean the views of business "magnates," but the consensus of opinion of business men in general.

Nor does past experience encourage us to believe that it will pay such heed unless impelled by the instinct of self-preservation.

Let business, then, become militant, not to secure special privileges—it does not want any and does not need any—but to secure due regard for its views and its rights and its conceptions as to what measures will serve the best interests of the country, and what measures will harm and jeopardize such interests.

Without wishing to hold up the labor unions as offering a model for the spirit which should actuate us or the methods we should follow—because their class-consciousness and the resulting conduct are sometimes extreme and often shortsighted—I would urge upon business men to cultivate and demonstrate but a little of that cohesion and discipline and subordination of self in the furtherance of the common cause, that readiness to back up their spokesmen, that loyalty to their calling and to one another, which workingmen practice and demonstrate daily, and which have secured for their representatives the respect and fear of political parties.

Let business men range themselves behind their spokesmen, such as the United States Chamber of Commerce in Washington and the chambers of commerce and kindred associations in States and cities.

Let them get together now and in the future through a properly-constituted permanent organization, and guided by practical knowledge, broad vision and patriotism agree upon the essentials of legislation affecting affairs which the situation calls for from time to time.

Let them pledge themselves to use their legitimate influence and their votes to realize such legislation and to oppose actively what they believe to be harmful lawmaking.

Let them strive, patiently and persistently, to gain the confidence of the people for their methods and their aims.

Let them meet false or irresponsible or ignorant assertion with plain and truthful explanation. Let them take their case directly to the people—as the railroads have been doing of late with very encouraging results—and inaugurate a campaign of education in sound economics, sound finance and sound national business principles.

Let business men do these things, not sporadically, under the spur of some imminent menace, but systematically and persistently.

Let them be mindful that just as the price of liberty is eternal vigilance, so eternal effort in resisting fallacies and in disseminating true and tested doctrine is the price of right lawmaking in a democracy.

"IT'S AN ILL WIND," ETC.

THE Woolworth stores located near the Mexican border are experiencing a great increase in business owing to the number of troops concentrated in Texas and nearby States.

THE METROPOLITAN MARKET

THE reproduction of Venetian and Egyptian glassware by C. Dorflinger & Sons is an achievement of which the concern may well be proud. The wonderful colorings—amber, amethyst, turquoise and royal blue—are beyond criticism. The quaint shapes originated by the Venetians are also carried out faithfully. To be able to obtain such ware is an advantage that buyers will at once recognize, as it is practically impossible to secure the imported at present.

Any dealer in the market for teapots will find the exceptional showing made by Geo. F. Bassett & Co. from the well-known English pottery of R. Sudlow & Sons most interesting. The line has taken on added attractiveness on account of its augmentation by the recent arrival of a large collection of new samples including some new decorative treatments that are much admired. The decorations range from the plainer effects to the most elaborate combinations of enamel and gold, and all sizes and styles are represented in the display.

Cutters who are looking for salable items to add to their lines should visit the showroom of Paul Joseph, representative of the Duncan & Milier Glass Co. Dozens of plain blanks in attractive staple items, as well as many novel articles, are to be seen in the display, as well as a showing of "pressed-cut" pieces, which have the major part of the design pressed in, with spaces left for the cutter to fill with designs of his own origination.

There is nothing better to be found on the market in brass goods than the line manufactured by the Manhattan Brass Co., and there is always something new to be seen in the immense display of smokers' articles, stationers' goods, umbrella stands, casseroles, pie and baking dishes, etc. It is well worth a trip to the concern's salesroom at 332 East Twenty-eighth street to see the line, which is so large and varied that only by a personal call can a buyer get anything like a correct idea of the variety of items made by the concern.

Alex. P. Doctor is showing this week a line of novelties in glass which look good to the trade. Plain crystal flower bowls, sandwich plates, carafes, bon-bons, vases, etc., are decorated with butterflies in natural colors painted by hand. These are designed as a change from the birds and butterflies so largely used and stuck on with wax.

A new product of the Canonsburg Pottery Co. is a line of covered jugs now on display at the salesroom of H. Benedikt. Several sizes and tasteful decorations are shown, while the shape is well proportioned. Among the decorative treatments an odd broken-border effect of black figures outlined with pink roses is very good. Others are blue and white floral sprays, dainty floral cluster bands, etc.

Unique shapes and three striking colors form a combination that makes a new assortment of vases just received at the New York office of the United States Glass Co. more than ordinarily attractive. The colors are particularly rich, and consist of a solid matt green, orange, and blue. The vases are shown in all sizes.

The Tajimi Co. are prepared for the fall buying season with a vast array of stock lines that represent the concern's recent importations from their factories in Japan. Attracting special attention is an assortment of crackle ware in flower bowls, vases, perforated removable-top flower holders, etc. Also an immense variety of "Imari" ware in reproductions of the old Chinese patterns in vases, bowls, etc. There is a more than ordinarily artistic assortment of incense burners.

Dinnerware wants can be met satisfactorily by Herman C. Kupper, American representative for the Charles Ahrenfeldt Limoges china. A choice variety of open-stock dinnerware patterns is carried at the

New York salesroom ready for immediate delivery—a service well appreciated at this time, when it is difficult to get shipments of imported ware. No dealer can make a mistake in picking any of these designs. They are demonstrating their selling qualities in hundreds of stores throughout the country.

The "Mulberry" line of glassware being shown by D. King Irwin from the Cambridge Glass Co. is proving one of the successes of the season. The richness of the color and the long list of pieces are factors that are making it so popular. There are odd shapes in stemware in solid mulberry color; also with crystal bowls and mulberry stems, vases, comports, baskets, Chinese footed bowls, jugs with and without covers, loving cups, iced tea and lemonade glasses.

AT CHICAGO.

AN easier tone to the market was noticed this week. The shorter demand has enabled the factories to make some headway in getting out the orders they have on hand, and hope is expressed that prompt shipments may be resumed before the end of the summer. The glass factories in the territory east of the city are said to be doing better on account of less trouble with gas. A few weeks ago the fuel question was one of the most serious which the manufacturers had to face, but better piping and a more economical distribution in a number of sections have tended to readjust the situation.

* *

Many in the crockery and glass trade here did not open at all on Monday, thus affording a vacation from Saturday noon until Wednesday morning. The department stores and the majority of the retail houses were open all day.

* *

H. A. Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co., was in the city last week.

* *

E. E. Ault, salesman for Earl W. Newton, leaves this week on his vacation.

* *

Clyde Reasner, of Kelly & Reasner, visited relatives in Jackson, Mich., over the Fourth, while H. L. Kelley, the other half of the business, stayed on the job. Mr. Kelly expects to go soon, however, to Bass Lake, Mich., to spend a couple of weeks.

* *

O. O. Helm, of the Ira A. Jones Co., came home to spend the Fourth.

* *

Charles Rosenberg, of Evanston, whose department store was burned to the ground several months ago, is planning to rebuild, and it is said the contractors will turn over the keys in time for the holiday trade. China, glassware and housefurnishings of all kinds will be handled on a large scale.

* *

Peter Rinkin, who is on a fishing trip at Cable Lake in Wisconsin, with Walter Andrews and Frank Tinker, writes that all are having the finest kind of a time.

* *

The Palmer House has been selected as headquarters for the semi-annual meeting of the National Association of Manufacturers and Importers, which will be held Aug. 7th to 12th.

* *

Cut glass men who are members of the Chicago Jewelers' Association will attend the picnic of that body on July 15. A baseball game, at which Ed. Walsh, of the Chicago White Sox, will act as referee, will be one of the features.

* *

R. M. Peare, manager of the Chicago office of the Pittsburgh Lamp, Brass and Glass Co., spent the Fourth in motoring among the Wisconsin lakes.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g June 10, '16	Corresponding period 1915	Exports Jan. 1st to June 10, '16	Corresponding period 1915
Boston..	139	112	2110	2517
New York	464	313	5556	4357
Baltimore ..	96	321	1865	4116
Philadelphia...	30	63	358	1586
New Orleans ..	....	19	76	322
Newport News.	....	....	....	54
San Francisco.	....	....	281	776
Portland, Me..	....	....	474	991
Galveston.	....	....	....	....
Portland, Ore..	....	....	16	55
Inland Points..	....	32	77	277
Total..	829	860	10813	15051

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g June 10, '16	Corresponding period 1915	Exports Jan. 1 to June 10, '16	Corresponding period 1915
New York ...	464	313	5216	4357
Boston	139	112	1947	2517
Philadelphia	29	63	359	1574
Baltimore	96	321	1707	4116
San Francisco	....	....	281	746
New Orleans	....	19	68	322
Portland, Me..	....	....	239	991
Galveston ...	....	....	....	....
Newport News.	....	....	....	54
Portland, Ore	....	....	16	55
Inland Points	....	32	262	298
Total..	728	860	10095	15030

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

So far as can be learned, manufacturing potters in this district will not close their factories for a summer vacation this season. During the differences with the kiln-drawers, which caused an idleness for about two weeks, manufacturers seized the opportunity to make repairs to plants, and consequently there will be no need for cessation on this account. There is ample business on file to insure the steady operation of every pottery for months to come. In fact, several manufacturers say that their business is such that not a day will be lost, except for a holiday like July 4, during the balance of the year.

* *

Buyers of "thirds" and "lump" coming here from the East during the past week have been able to secure very little. Every year the volume of this kind of ware grows more scarce, because more care is now being taken in the manufacturing of the different lines.

* *

The discharge agreement that has been under discussion from time to time among manufacturers and representatives of the National Brotherhood of Operative Potters is hereafter to be adhered to in its literal meaning. Every person employed on a pottery is to be considered an employee. This is taken to mean that "floaters" will be classed as employees, and hereafter no manufacturer will give employment to a person unless he or she can present a discharge slip from the management of the plant such a person has left. By this action the manufacturers are protecting themselves in retaining their help, and the latter will be unable to quit their places on the moment unless an agreement is made to do so with the manufacturer. It is said that from now on the provisions of the discharge agreement will be rigidly enforced.

* *

The Stephens bill now pending in Congress, having to do with the re-sale of merchandise, is not being given much consideration by the manufacturing potters. This is one industry where the manufacturer never seeks to control the retail price. Once the merchandise leaves the pottery it is up to the wholesaler or retailer to set his own selling price on his shipment.

* *

The flint mill of Golding & Sons, which was destroyed by fire some months ago, is to be rebuilt at once on the original site, the railroad company having agreed to construct desired sidings. The Golding company recently considered building a modern plant in another part of the city.

* *

The present week witnessed the last of what was heretofore known as the American China Co.'s plant at Toronto, O., the Hartje Paper Co., of Pittsburgh, having started to strip the buildings and remodel the property as a paper mill.

* *

An addition of 50 by 150 feet is to be built at once to the plant of the Sebring Pottery Co., at Sebring O., to afford more manufacturing facilities.

* *

The office manager of a certain plant called one of its traveling salesmen aside the other day and said:

"While it has always been my policy to never question an expense account, yet this one does seem a little high."

"While that may be true," replied the salesman, "you must realize that this pottery has absolutely no competition in my territory except it be the expense accounts of other pottery salesmen."

The expense slip was passed.

*

Over thirty names have been enrolled in a company being formed here to be attached to the Tenth O. V. I. Over half the number are pottery workers.

* *

Morris Bergman, of New York, spent several days in the district last week, and purchased several carloads.

* *

More American pottery has been shipped into Canada this season than ever before. Canadian buyers have been numerous in this market since January, and

mail business has also been active. Both dinnerware and specialties have been in good demand.

* *

The trade is buying liberally of salads both for present and future requirements. Many decorations are being made up to the order of wholesalers, who will thus control the lines.

RELIEF FROM FOREIGN MAIL CENSORSHIP.

THE Merchants' Association of New York has been doing effeective work in bringing about relief from censorship delays of international correspondence, both by mail and cable. Letters relating to business transactions with neutrals in non-contraband goods have disappeared in transit or have been so delayed that their value was entirely lost. Cable messages of a similar character have repeatedly failed of delivery.

The Association has urged the Department of State to bring about an agreement whereby the loss or extreme delay of proper business mail might be overcome. It has persuaded the director of Consular Service to instruct American consuls in neutral countries to forward triplicate consular invoices in the official Government mail bag immediately upon their issuance. Finally, it has urged the Department of State to make an agreement with the Government of Great Britain whereby envelopes containing shipping documents only, and clearly so marked, may be forwarded in special mail bags, which, although still subject to British censorship, would be examined and forwarded immediately,

Many importers have been seriously inconvenienced by the delay of shipping papers. It was agreed that the best solution of this problem would be for the customs officials to permit the withdrawal of imported goods provided the triplicate consular invoice was available, the ship's manifest being used in lieu of the bill of lading, and a bond being filed for the production of the original papers immediately upon their arrival at the port of entry. American consuls have delayed the forwarding of the triplicate consular invoices until a considerable number of them had accumulated, because they were used only for statistical and record purposes. The Director of the Consular Service, however, agreed to cable instructions to every American consul in Scandinavia, and certain other countries, to forward triplicate consular invoices with the official mail immediately upon their issuance. This plan is already in operation and is providing a satisfactory means of obtaining goods when the usual papers have not arrived.

With regard to special consideration for envelopes containing only shipping documents referring to non-contraband commodities, the Department of State took up the matter with the British Government and secured consent that British censors should give immediate attention to all such mail, provided it was forwarded in special bags clearly labeled. Inasmuch, however, as the shipping documents which relate to imported goods originate in countries other than Great Britain, the co-operation of the postal officials in those countries is necessary to the success of the plan. After the Government of Great Britain had stated its willingness to facilitate this class of mail in the manner described above the Merchants' Association addressed a communication to a large number of firms having correspondence with business houses in neutral countries suggesting that they call to the attention of their correspondents the desirability of urging their respective Governments to issue the necessary instructions to their postal authorities. It is hoped that this effort will be productive of the desired result. The Postmaster of New York City has been instructed to place envelopes marked to indicate that they contain shipping documents only in special, clearly-marked mail bags.

KRESS STORES INCORPORATED.

A CHARTER of S. H. Kress & Co., with an authorized capital for $17,000,000 has been filed at Albany. The directors for the first year will be: Victor E. Whitlock, Paul B. Scarff, Clifford H. Owen, Ion C. Holm, Charles T. Green, John J. Parkhurst, Samuel H. Kress, Claude W. Kress and Rush H. Kress, all of New York City.

S. H. Kress, who is to be president of the company, makes an interesting statement showing that he started his first store in Memphis, Tenn., in 1896, in connection with his brothers, with a capital of only a few thousand dollars, while the present total assets of the company are approximately $4,000,000 and have been built up entirely out of earnings. One source of great pride to Mr. Kress is that a Kress store once established has never been discontinued.

T. W. ROWE TO RETIRE.

AT the expiration of his present term President T. W. Rowe, of the American Flint Glass Workers' Union, will retire from office. He makes the positive statement that he will not be a candidate for re-election.

Mr. Rowe is highly regarded by the manufacturers, and it is to be hoped that his successor will be equally broad-minded and as acceptable to both manufacturers and workmen.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

During the thirty-eight years' life of the American Flint Glassworkers' Union that organization has had but seven presidents. John Kunzler, now actuary of the Manufacturers' Association, occupied that position for nine years previous to going with the Manufacturers Association, fourteen years ago. Thomas W. Rowe, for over ten years president of the workers, will retire at the annual convention in Tiffin, O., this week. It is not announced who will succeed him. In 1902 Mr. Rowe went to Europe to investigate conditions in foreign glass factories, and made an extensive tour through France, Belgium, Germany, Austria, Italy, Switzerland, England, Scotland and Ireland. In 1912 he also attended the international congress of glass men held in Belgium, and at that time submitted the most extensive report on foreign glass factories ever presented to the American manufacturers. An unconfirmed report is current that Mr. Rowe will become identified with a large glass manufacturing company in an official capacity.

Quite a few letters have been received by glass manufacturers of late inquiring if any additional advances in the selling lists are anticipated; but the manufacturers have been unable to say yes or no to these inquiries. As one sales manager put it, "the glass manufacturers are not prophets." Within the past two weeks the prices of some items have been advanced, but there has been no general increase. Should the glass workers succeed in securing an advance in wages at their conference with the manufacturers the burden will naturally fall upon the consumer.

Sales of glassware for June, according to unconfirmed reports, were the heaviest so far this year. Blown ware was exceptionally active. One medium-sized factory is reported to have shipped over $80,000 worth of blown goods during June.

In past years glass factories have generally suspended operations July 1 for a fortnight or longer, but very few have closed this season. Instead, the employees will take vacations in squads—not more than twenty per cent of crews being off duty at any one time. In a few instances manufacturers have given all employees one week's vacation. This is the case with the Fostoria Glass Co., Moundsville, W. Va. Operations at this factory were suspended this week, but will resume Monday next. Necessary repairs are being made at the factory in the meantime.

Walter Leazure, who has been spending two months in the South for the United States Glass Co., returned home last week, and on Wednesday left again for his usual territory.

The plant of the New Cumberland (W. Va.) Glass Co., chimney manufacturers, closed down July 1 for a fortnight.

The Diedrick Glass Co., Monaca, Pa., which makes a feature of gold and silver decorated ware, has increased the size of its plant and added more decorators.

L. S Crain made a brief visit to this market a few days ago, bringing many new creations of the Cambridge Glass Co.

Percy Pownall, of the Fostoria Glass Co., made a flying trip to this district a few days ago.

The present has been one of the heaviest seasons ever known to the trade in the demand for blown tumblers from "soft drink" manufacturers. Some of them have placed orders for thousands of dozens inscribed with the name of the concoction. Only a few days ago a new soft drink manufacturer placed as his initial specification an order for $5,000 worth of thin blown tumblers, and future orders, it is said, will total several millions, to be delievered within the coming twelve months.

At an organization meeting of the Retail Merchants' Association of this city many buyers of glassware were elected to executive positions. Herbert L. May, of the May Drug Co., was elected president. Morris

Baer, of the Kaufmann & Baer department store; Edgar J. Kaufmann, of the Kaufmann department store, and M. Rothschild, of the Rosenbaum department store, are among the directors.

Quite a demand has developed of late for decorated water sets. One manufacturer has just booked an order for one hundred barrels from a traveling carnival manager, who will dispose of them as prizes.

Report is current that a new glass decorating company is about to be formed here. A plant is to be erected on the Northside—old Allegheny—and decorators are to be brought from the Ohio and West Virginia glass districts.

Four of the employees of the United States Glass factory at Tiffin, O., have been called to the colors, and are now awaiting transportation to the Mexican border.

With a capital stock of $15,000 the Fairfield Glass Co. has been formed at Lancaster, O., by P. L. Schneider and others.

Miss Mary McCreedy, assistant to Mr. Rothstein, of the Igel-Rothstein, Co., operating the china and glass department in the Rosenbaum store, has gone to Canada for her summer holiday.

REPORT OF THE U. S. POTTERS' ASSOCIATION.

THE thirty-seventh annual report of the U. S. Potters' Association has been issued. As usual it is complete in detail and contains much valuable information, not the least of which is the statement that the production for 1914 was $17,352,765, which was $138,106, or seven and nine-tenths per cent, less than in 1913. When the history of 1915-16 is written there will be another story to tell.

IOWA TO THE FORE.

"IOWA could be the greatest art pottery producing State in the Union if she would simply develop her unlimited deposits of high grade clays which lie along the Des Moines river and its tributaries," says Homer F. Staley, Professor of Ceramics at Iowa State college.

In view of this the department has announced its intention of hiring next fall an Eastern art pottery expert to co operate with Mr. Staley in tests to be carried on to demonstrate the unsurpassed quality of these deposits. They will produce an exhibit that will be shown at the State Fair and elsewhere.

"These deposits are just as high grade a clay as is used in making Rookwood, Van Biggle or any of the other high class art potteries," says Mr. Staley. "Iowans need to be awakened to the enormous possibilities of developing this industry."

[We wonder if the gentleman knows how "high grade" the clay used in making Rookwood ware really is.—ED.]

CORNING GLASS WORKS CELEBRATES.

THE "Pyrex" sales division of the Corning Glass Works inaugurated the opening of its new office quarters at Corning, N. Y., on Thursday evening, June 22, with an informal reception and dance. The greatly-increased sales of Pyrex Baking Ware have neccessitated not only greater manufacturing facilities, but also larger office room for the executives and sales force. Over one hundred and fifty office employees, together with many heads of departments, participated. A collection was served by the company restaurant, and the Corning Glass Works Orchestra furnished music for dancing in the spacious office room, which was decorated with flowers and colored lights.

FRENCH PORCELAIN HEADS FOR DOLLS.

THE Limoges special correspondent of the Paris "Petit Journal" reports that the question of replacing German dolls in the French market by those of home manufacture has been examined at Limoges in all its aspects, including the relation between cost and selling prices, with the result that, in this particular, the Germans have been difficult to compete with. On the authority of Messrs. Gerard and Lanternier he gives an account of what has already been accomplished. Distinguishd Parisian sculptors have been asked to furnish a variety of models, and these have been found, in all respects, far more artistic than those from beyond the Rhine. Smiling so as to display their small white teeth, with delicate features, and a more expressive and distinguished physiognomy, the French dolls are infinitely more attractive than the German. From these models, of different sizes, plaster molds have been made, and these have been employed in making cast figures of a slip body which has been the subject of continued experiment and chemical examination. When ordinary porcelain ware leaves the kiln some of the pieces are found to be somewhat rough in places, and in the case of dolls these slight blemishes are far from being considered "beauty spots." In ordinary ware the roughness is ground off by means of a light sandstone wheel, but in the case of dolls the smoothing process is performed by girl labor, the figures being carefully polished and repolished with specially fine sandpaper until a perfectly velvet texture is obtained on the cheeks. This done, the figures are

handed over to the painters —girls and young women —who paint the eyebrows and eyelashes by the aid of extremely fine brushes. Others redden the lips, whiten the teeth, and impart color and brightness to the complexion, this last operation entailing great care, since the least trace of dust may spoil it. After this work is completed, the heads—which have already been baked for fifty hours in the kiln, to transform the body into biscuit—are fired once more to fix the pigments. For this purpose they are left an additional two hours in the muffle, exposed to the action of the fire. The next step is to insert the eyes in the cavities provided for their reception. The care that has to be bestowed on those dolls' eyes! Eyes of velvet or of periwinkle blue, laughing eyes, or languishing eyes! They must be matched with the utmost heed, from the supply received from Paris, for it is in Paris they are made; but the most ticklish work of all is putting in the eyes of sleeping dolls, because if the counterweight is not mounted properly there is always the chance that the doll will remain obstinately asleep when its eyes should open, and vice versa.

JAMES MADDOCK DIES.

IN the death of James Maddock, head of John Maddock & Sons, Burslem and Dale Hall, England, news of which was received by cablegram at the office of Maddock & Miller, the concern's American representatives, on Wednesday, the English pottery industry loses one of its most prominent figures. Mr. Maddock's death occurred at Llandudno, a resort in northern Wales, on Monday, July 3.



JAMES MADDOCK.

Aside from his eminence as a potter, he had won distinction in public office, having been Mayor, Alderman, Councilman and Justice of the Peace of Burslem, the duties of which he fulfilled with the same high degree of faithfulness and efficiency that won him the respect of all with whom he came in contact.

During the hard times in the English pottery trade in 1887 and 1888 Mr. Maddock kept his large pottery going with the full force of workers, so that the latter might not suffer. This was only one of the acts that evidenced his personal interest in the welfare of the employees of the firm.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 6, 1916.

AFTER THE WAR.

FROM fifty to sixty per cent of the working forces in Germany, France and England have been sent to the front, and it is safe to say that thirty per cent of this number have fallen—and these principally of the best element; that is, men from twenty to forty years of age. At a hazard it may be assumed that after the war twenty per cent of those who return will never do any more work, and another ten per cent will be so far incapacitated that they will not give normal service. It is a conservative estimate that the entire working forces in the potteries of Europe will be reduced twenty-five per cent, and not under six months after hostilities cease will these factories begin to approach the full capacity of even their reduced forces.

Naturally the people in the belligerent countries have not been lavish in their expenditure for table furnishings, and immense quantities have been destroyed. It is reasonable to suppose, therefore, that there will be an increased home consumption which will have the effect of sustaining prices and curtailing exportations. However, the vast quantities of German china which formerly went into British colonies, and will no longer be taken on account of their antagonism, will be available for export to the United States—for a time. Animosity may last for a season, but when the pocket is touched prejudice gives way. Still, for a period of shorter or longer duration Germany will have to look to the United States for a market for the goods she formerly sold to Great Britain and her colonies, and the American potter will thus again have Germany for an active competitor.

French and English china will naturally cost more; but the volume of the latter will not be much smaller, as that branch has suffered less in production than earthenware; and relatively the amount sent here is small at all times.

With a big demand from the British colonies for English earthenware to replace German goods there will be no surplus to send here, and under these conditions the American potter has the prospect of a big business.

The outlook for the domestic manufacturer is further broadened by the fact that houses which never handled the home product have taken it on and are not going to drop it. When the market for German goods is open again they will buy, of course, because there will be a demand. People who want china will buy china, no matter how good the earthenware may be. The American manufacturer ought to keep that in mind and develop the production of china here more rapidly.

The glass situation is practically the same, except that the Belgian and French factories having been in the storm center it may take longer for them to return to normal conditions. In the meanwhile the American manufacturer has opened a new field of operations and established a trade which he can keep by adhering to the ways of his foreign customers, who have sent their orders here not from choice, but compulsion. The goods are satisfactory; but there are other matters which control the buying and selling. With the European markets again open there will be a tendency to return to old friends, and the quality of American glass is not alone sufficient to hold the trade. Packing, credits, prices, conformity to the styles wanted and the continuance of patterns once introduced will all have a bearing, particularly the last-mentioned feature. The Latin-American people do not like to change. If they adopt a style they will run it for generations, and the manufacturer here must be prepared to hold his molds for years.

The crockery and glass trades of the United States have been given an impetus which will carry them to proportions limited only by their degrees of willingness to grasp the opportunity.

SUMMARY OF IMPORTS.

THE importations of earthen, stone and china ware for the month of April, compared with the same month in the preceding year, show losses as follows: Austria, $19,934; Germany, $111,464 (Germany and Austria together, $131,398); Japan, $5,269; "other countries," $76,721; while Great Britain gained $13,-

132 and France $6,839. The combined importations show a loss of $193,417.

For the nine months ending April, 1916, compared with the corresponding period of 1914, the losses were: Great Britain, $504,011; Austria, $443,131; Germany, $2,531,600 (Germany and Austria together, $2,974,731); France, $597,401; Japan, $82,448. "Other countries" gained $14,197. The total shows a loss of $4,144,394. Compared with the ten months of 1915 the losses were: Great Britain, $405,511; Austria $232,942; Germany, $1,778,556 (Germany and Austria, $2,011,498); France $78,050; Japan, $21,281; "other countries," $80,728; making the complete loss over 1915 $2,597,068.

The importations of toys show a loss for Germany for the month of April of $239,695, and $7,610 for "other countries." In the ten months Germany lost $4,339,333 over 1914 and $3,685,279 over 1915, while "other countries" showed a loss of $483,647 compared with 1914, and $522,855 compared with 1915.

In glassware the importations fell off $55,398 for April, and for the ten months $1,582,471 compared with 1914, and $998,933 compared with 1915.

China clay gained $114,374 for the month of April, but for the ten months showed a deficit of $253,477 compared with 1914, and $188,431 compared with 1915.

Articles of metal enameled or glazed with vitreous glasses showed a gain of $1,863 for April, and for the ten months lost $531,502 over 1914, and $248,354 over 1915.

PERSONAL.

AS a rule you get just what you pay for, and no more. E. L. Bates got more than he wanted last week. He "took in" a ball game because it was a bargain—that is, a double-header for the price of a single admission. And now he wishes he hadn't; for, in the first place, he saw his favorites, the Giants, walloped twice, and then he caught a cold which settled in his teeth. He suffered torments, and had to pay a dentist's bill besides. No more bargain games for him.

⚜

H. H. Windhorst and Harold Phillips, of the Cox & Lafferty sales staff, left on Saturday for a two weeks' vacation at Belmar, N. J. Before leaving they invested in the most up-to-date fishing equipment that money could buy, and said they hoped the fish at Belmar would take kindly to it. They would not divulge the kind of bait they are using, but Mr. Windhorst said it was a different variety from what they used when fishing for orders.

⚜

Mrs. Jennie Levine, buyer for Stern Bros., combined business and pleasure on a ten days' trip to Grand Rapids, from which she returned on Wednesday looking as though she had done good work for her china, glass and lamp departments, as well as having enjoyed herself.

⚜

J. Meredith Miller left on Wednesday night for Boston, where he will show the Maddock & Miller lines at Young's Hotel for several days before making his way West on a month's trip.

⚜

J. Blaine Walker, of the local sales force of the United States Glass Co., left on Saturday for Pittsburgh, his old home, where he will spend his two weeks' vacation visiting relatives.

⚜

H. Benedikt returned on Monday after having spent a week making the rounds of the potteries which he represents. He says it will not be his fault if there isn't something doing in the way of quicker shipments in the future.

⚜

S. A. Keegan, office manager for Cox & Lafferty, is getting his car ready to leave next Saturday for Cayuga Lake, where he will spend two weeks trying to forget business troubles.

⚜

Harry Duncan, head of the Duncan & Miller Glass Co., Washington, Pa., made a brief visit to New York on Thursday to consult with Paul Joseph, the concern's New York representative.

⚜

After several weeks of vacation at his home in Atlanta, Ga., J. D. Dodds, Southern traveler for Geo. F. Bassett & Co., arrived tn New York last Friday to spend several days at headquarters. He expects to leave the latter part of this week for a trip through his territory.

⚜

Henry Shirley, of the Maddock & Miller traveling staff, left last Friday for Asbury Park, where he joined his family, who are summering there. He will put in a couple of weeks enjoying himself before starting on the road.

⚜

Henry Saul, of the Saul Mfg. Co., accompanied by Mrs. Saul, spent the holiday at Walton Lake, N. Y.

⚜

Donald Miller, who has been attending the citizens' training camp at Plattsburg for the past month, and Robert Miller both joined their mother and father at Port Jefferson, L. I., over the Fourth.

⚜

D. King Irwin has been trying for months to get a bit of fishing. Three times the day has been set, only to be upset by the pressure of business. Now he has

gone. Leaving Wednesday morning with his boy, seven years old, and his brother-in-law, with his boy of eight, they went by automobile to the Berkshires. They will fish for two days in a private preserve and then take a tour, returnng Sunday.

⚜

H. H. Dignam, with Loeser's, Brooklyn, was buying lamps in New York this week previous to his departure for the Catskills, where he will spend his vacation.

⚜

Frank W. Gardner, who has been managing and buying for the china and glass department of Boggs & Buhl, Allegheny, Pa., left July 1 to take the position of buyer and manager of the china and house furnishing department of the Shepard-Norwell Co., Boston.

⚜

After spending a week here devoted principally to the pursuit of pleasure, Homer J. Taylor, head of the Knowles, Taylor & Knowles Co., together with his daughter and a friend of the latter, left in his motor last Friday at two o'clock in the afternoon and arrived home in East Liverpool on Saturday at eight p. m. "Eddie" Hammond, who was a member of the party on the trip to New York, could not resist the temptation of another ride in that fine car, and so made the trip back with them. Returning on Monday, Mr. Hammond left for Atlantic Highlands, where he and Mrs. Hammond are spending the summer months.

⚜

Herman Kashins, of the H. Kashins Co., will leave next Monday to spend the week at the factory of Stage Bros., Lawrenceville, Pa., to consult with the heads of the concern regarding new patterns and the facilitating of shipments.

⚜

"Nick" Muessig, Western representative of B. F. Drakenfeld & Co., arrived in New York on Saturday for a business conference. He is the same old Nick.

⚜

George Anthony, with Loeser's, Brooklyn, came back to his desk on Monday after a short period of enforced idleness occasioned by illness.

⚜

Abe Hayes is booked to leave Monday for a two weeks' trip through New England.

⚜

Other buyers in town were L. E. Nelson, for Central City Crockery Co., Syracuse; S. M. Wilken, of S. M. & E. H. Wilken, Laurens, S. C.; Adelrich Baker, for Gimbel Bros., Philadelphia; Charles Korrik, of Korrik Bros., Phoenix, Ariz.; W. E. Brown, of Brown Decorating Co., Atlanta, Ga.; H. E. Adams, Tampa, Fla.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of April, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain	$181,633	$194,765
Austria	25,126	5,192
France	72,086	78,925
Germany	137,738	26,274
Japan	96,475	91,206
Other Countries	102 930	26,209
Total	615,988	422,571

FOR TEN MONTHS ENDING APRIL.

	1914	1915	1916
Great Britain	$2,057,294	$1,958,794	$1,553,283
Austria	581,300	371,111	138,169
France	1,408,889	889,538	811,488
Germany	3,472,811	2,719,767	941,211
Japan	1,100,808	1,039,641	1;018,360
Other Countries	291,339	386,264	305,536
Total	8,912,441	7,365,115	4,768,047

TOYS.

	1915	1916
Germany	$276,048	$36,353
Other Countries	58,779	51,169
Total	334,827	87,522

FOR TEN MONTHS ENDING APRIL.

	1914	1915	1916
Germany	$6,624,887	$5,970,833	$2,285,554
OtherCountries	1,138,582	1,177,790	654,935
Total	7,763,469	7,148,623	2,940,489

GLASSWARE.

APRIL		FOR TEN MONTHS E'D'G APRIL		
1915	1916	1914	1915	1916
$82,515	$27,117	$2,055,544	$1,472,006	$473,073

CHINA CLAY.

APRIL		FOR TEN MONTHS E'D'G APRIL		
1915	1916	1914	1915	1916
$50,673	$165,047	$1,312,564	$1,247,518	$1 059,087

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

APRIL		FOR TEN MONTHS E'D'G APRIL		
1915	1916	1914	1915	1916
$23,566	$25,429	$727,431	$444,283	$195,929

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

SINCE the outbreak of the war the stoppage of Continental supplies of glassware of various kinds has led to the reorganization of this business in England, and some very important research work on the subject has been carried out, says the "Electrical Review." At the last meeting of the Illuminating Engineering Society of Great Britain, held recently in Lon_ there was an important discussion of glassware in relation to natural and artificial lighting. The question of standardizing the various kinds of glassware used in the forms of bulbs for electric lamps, chimneys, globes, reflectors, etc., was keenly discussed. An introductory paper made a number of interesting suggestions, one of them being that an attempt should be made to standardize the sizes and materials of glassware widely used for lighting purposes, the object being to establish once and for all the best conditions, and then, by concentrating on standard types, to bring about economies in manufacture. For example, while colored glass has been prepared for the purpose of obtaining "artificial daylight" from electric incandescent lamps, there are different varieties on the market which do not give identical results. While it is difficult by this means to secure an exact resemblance to daylight, it is at least desirable that some standard conditions should be specified, so that the artificial daylight should always have the same properties. Discussion also turned on the preparation of opal glass for lighting fixtures. Here again there is variation. Some kinds of glass diffuse the light uniformly without enabling the filament to be seen. Others cause the filament to shine through, appearing a dull red, and cause a noticeable modification in the color of the light transmitted. The amount of light absorbed may therefore vary within wide limits, and it would be a help to decide on some standard form of glass which could be easily made and would have the best illuminating qualities. It was suggested that the whole question of glassware used in the lighting industry should receive the attention of a special committee to be formed of members of the Illuminating Engineering Society, working in conjunction with other bodies interested.

Every progressive dealer will want to see the handsome new catalogue just issued by the Pittsburgh Lamp, Brass and Glass Co., which is devoted to this up-to-date factory's latest achievements in electric and gas portable lamps. Dozens of beautiful cuts are shown, with prices and other interesting information. Chas. Kraft, manager of the local salesroom, has the complete line on display.

A line that is moving unusually well with the Horace C. Gray Co. is the assortment of mahogany portables made by the Chas. Polk factory. One of the features that has made them popular with buyers is that they have a style that is exclusive. Mr. Polk does not depend upon others for his ideas, and the whole line fairly bristles with originality. Another feature that contributes materially to its success is the substantiality and rich finish.

The latest specialty to be introduced in silk shades by Wm. R. Noe & Sons consists of blue and white panels alternating, the latter having hand-painted blue butterflies. Like all of this concern's shades, it is beautifully made and perfectly finished in every detail, and there is no reason why it should not duplicate the remarkable success of their bluebird shade.

T. W. Hamilton has the first installment of new samples in electric and gas portable lamps from the H. E. Rainaud Co. now on display. The concern has branched out considerably in the way of new finishes and has introduced several that are sure to prove popular. With increased facilities at their new factory in Newark the concern promises the largest and best line of its career.

Malone & Nicholson have taken on the line of porcelain electrical goods made by the Wheeling, W. Va., Tile Co., which they will represent in the metropolitan district in conjunction with their lines of lighting glassware.

Chas. J. Dela Croix has just put in some new indirect lighting bowls. One in the shape of an acorn with a tassel at the bottom is unusually good. Another

a combination bowl and reflector, is also looked on favorably by buyers.

MOGI, MOMONOI & CO. OUTING.

THE congenialty of the employees of Mogi, Momonoi & Co. was never more apparent than at their annual outing held last Sunday at Shark River, Belmar, N. J. It was like one big family having a real old-fashioned good time.

A three-legged race, arithmetic race, ring-toss contest, rabbit race, spoon race and lantern race made up a programme in which both the girls and boys took part and offered any amount of amusement for the spectators as well as the contestants. Handsome prizes were distributed among the first and second winners in each of the games by Mr. Mogi.

T. Oshima, manager of the New York office, who was in charge of the arrangements, was responsible to great extent for the success of the affair. Anything he does, is done well or not at all. Others on the committee were S. Kutomi, J. S. Yanase, F. Umezawa, M. Sakurai and T. Hagiwara.

HOW TO SPEND AN EVENING.

IN a short time visiting buyers will be in New York in force, and many will be at a loss how to spend their evenings. Proctor's theatres will solve the problem. There are several of them in different parts of this city, so visitors need not go far from their hotels. High grade vaudeville and moving pictures are given, and frequent changes are made. The management makes every effort to produce special attractions during the summer months.

PLASTIC FLOW.

THERE is a property of certain forms of matter, such as the clay used in making pottery, which has long been regarded as of great importance, but which has never been understood. This property, known as plasticity, or the capacity of a material for being molded into a desired shape and then retaining it, has been made a subject of study by the Bureau of Standards, Department of Commerce, and the results of the study have just been published in Scientific Paper No. 278.

Forcing mixtures of clay and water through tubes of small diameter, the rates of flow at different pressures were measured. The experiments showed that, in a plastic substance, a considerable force is required to start the flow or to overcome the friction between the solid particles. This friction in plastic flow enables one easily to distinguish between a plastic substance and a true fluid, even though the fluid may be very viscous, like pitch. It was found that the plasticity of a material depends principally upon the fineness of the solid particles. It can be measured by the force required to overcome the friction, and by the rate of flow after the friction is overcome, this latter quantity being known as the "mobility."

Copies of the paper will be sent to persons interested upon application to the Bureau of Standards, Washington, D. C.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending July 4, 1916.

BRISTOL

211	packages	china clay	Hammill & Gillespie
1	lot	"	Moore & Munger

BORDEAUX

3	packages	chinaware	C B Richards & Co
2	"	"	A Murphy & Co
4	"	glassware.	Sussfeld, Lorsch & Co
5	"	toys	J W Hampton, Jr. & Co
2	"	"	J E Porter & Co

HAVRE

100	packages	chinaware	Haviland & Co
14	"	"	Wm Guerin & Co
17	"	"	L Bernardaud & Co
22	"	"	Haviland & Abbot Co
4	"	glassware	Rowland & Marsellus Co
40	"	toys	Geo Borgfeldt & Co

LIVERPOOL

2	packages	earthenware	G Collamore & Co
5	"	"	Lazarus & Rosenfeld
12	"	"	G F Bassett & Co
22	"	"	Maddock & Miller
1	"	"	G W Sheldon & Co
5	"	"	Tiffany & Co
30	"	"	W S Pitcairn
5	"	"	W H Plummer & Co
1	"	"	J Davison
18	"	"	H C Edmiston
7	"	"	L A Consmiller
3	"	"	L Straus & Sons
15	"	"	Miscellaneous Orders
21	"	chinaware	Meakin & Ridgway
12	"	glassware	T S Todd & Co
15	"	china clay	Thompson & Putney
17	"	toys	Geo Borgfeldt & Co
3	"	"	Straus Bros & Co

LONDON

4	packages	chinaware	Miscellaneous Orders
1	"	glassware	A S Varnay
9	"	toys	T Meadows & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

45	packages	earthenware	Jones, McDuffee & Stratton Co
30	"	"	Mitchell, Woodbury Co
2	"	"	Jordan, Marsh Co
2	"	"	Richard Briggs & Co
14	"	"	Miscellaneous Orders

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SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

POSITION as traveling salesman by a man of character, ability and experience of years in cut glass and kindred lines with best houses of department stores, jewelry and jobbing trade throughout the Central and Northwest. Highest references given. Address W. F. C., this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

TO LET.

DISPLAY ROOM TO SUBLET—I have a well-furnished suite of offices and display rooms at 1133 Broadway, at Twenty-sixth street. My line is crockery, and I will sublet space to a desirable party who has a non-conflicting line. Address S. A. WOOD, 1133 Broadway, New York.

BUSINESS OPPORTUNITIES.

AGENT WANTED—First-class agent required to sell "Paragon China," manufactured by the Star China Co., Longton, England. Full line in tea, breakfast and dinner ware. High-class decorated china. Applicant must have previous knowledge and connection. Treated in confidence. References and full particulars at application.

MANUFACTURERS of blown or tank glassware, chinaware, or pottery desiring reliable active representation in St. Louis and surrounding territory, address SIDNEY N. SCHARFF, 803-04-05 Victoria Building, St. Louis, Mo.

LINE WANTED—Manufacturers' agent with established reputation, having a fine New York showroom (uptown), wishes to represent a cut glass manufacturer who can take care of a $40,000 business yearly. Commission basis. Have competent sales force. Address A 990, this office.

FRENCH CHINA AND GLASS TRADE.

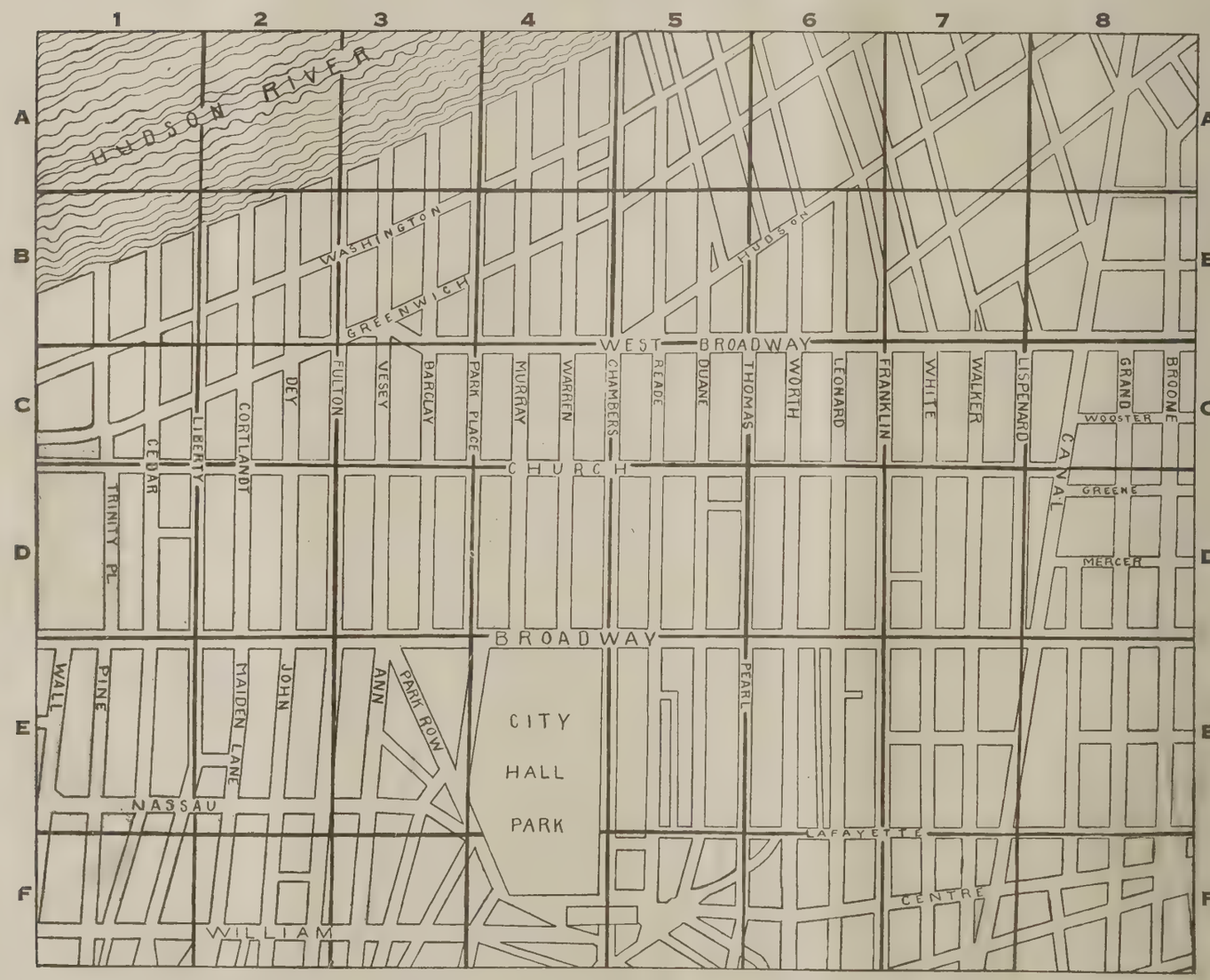
IN a detailed report to the State Department, Consul A. M. Thackara, at Paris, gives the condition of the china and glass trade of that country during the past year. The results of the porcelain trade of France during the past year, he says, were unsatisfactory both as to the domestic and foreign trade. The manufacturers in districts not invaded by the enemy ran their plants, but were greatly handicapped by the lack of skilled hands and the great scarcity and high price of fuel for firing the kilns. There was not much difference in the price of clay. Orders came in freely, especially from the United States, but deliveries could not be made in sufficient quantities to fill the contracts on account of the decreased output of the factories.

The exports of faience and porcelain ware in 1915 were valued at $2,001,000 as against $3,447,000 in 1914. The imports during the same periods were $1,196,400 and $3,888,000, respectively.

The table and ornamental branches of the French glass industry were seriously affected by war conditions. As many of the principal factories manufacturing table

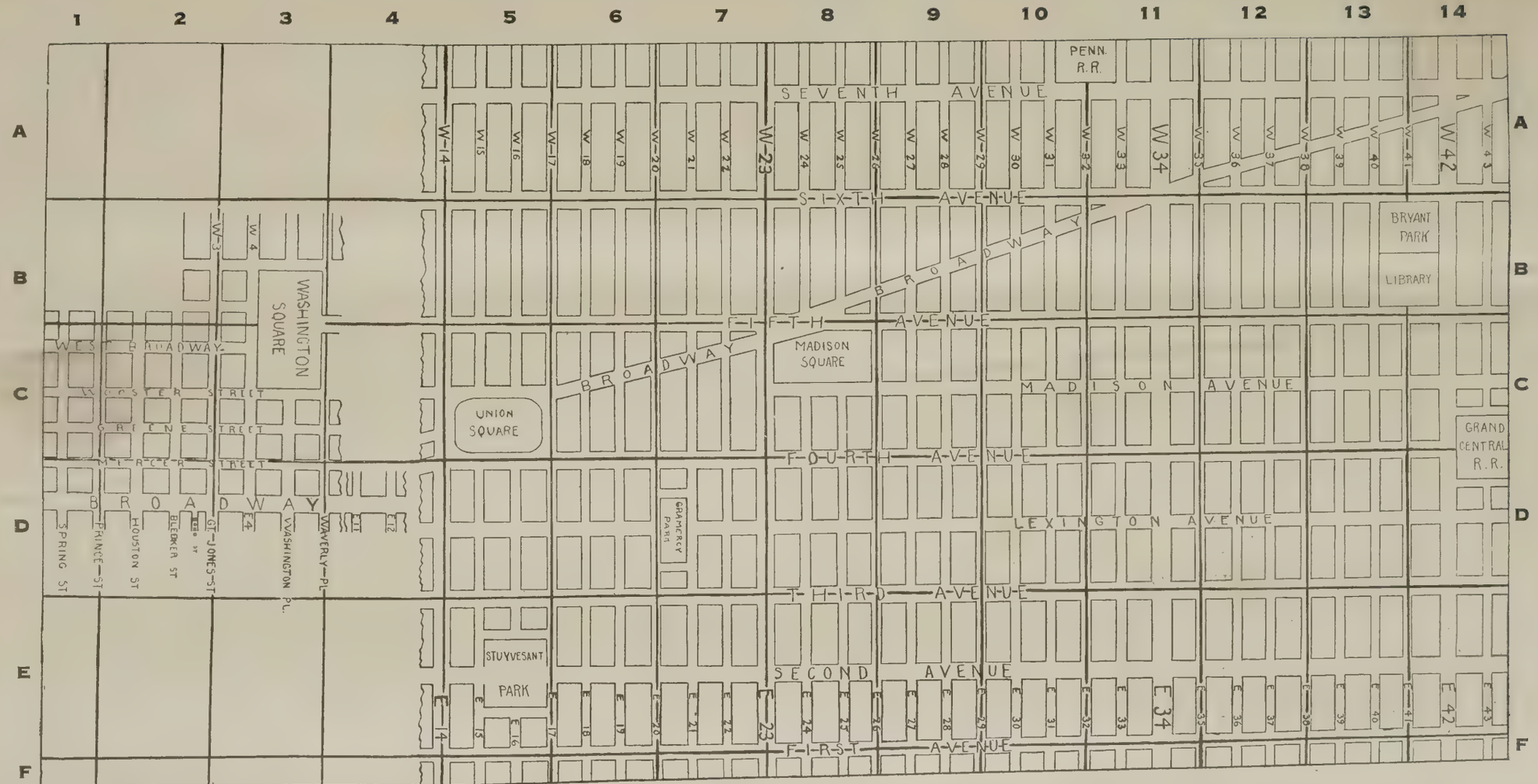
Continued on page 24.

Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place.... C 4
Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Edge, Thos. G., 66 West Broadway..... B 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar C., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Slimmon, Robt., & Co., 96 Church St..... D 3
Straus, L., & Sons, 42-46 Warren St..... C 4
Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
United States Glass Co., 71-73 Murray St. B 4
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2
Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Colonial Co., 145 W 18th.....A-6
Cox & Lafferty, 1140-1146 Broadway..... B 9
Dela Croix, C. J., 19 Madison ave..... ....C-8
Dohrmann Commercial Co., 85 Fifth ave...C-6
Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave ...C-5
Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave... ....B-8
Gredelue, A., 129-131 Fifth ave.....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7
Haviland & Co., 11 E 36th..... C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9
Imperial Art Glass and Lamp Works, 205 W 19th.....A-6
Koscherak Bros., 129-131 Fifth Ave..... C 6
Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1
Noe, Wm. R., & Sons. 53-55 W 21st.....B 7
Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d C-14
Pitcairn, W. S., 104 Fifth ave. B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8
Roseville Pottery, 621 Fifth ave.....
Straub, Paul A., & Co., 105-107 Fifth ave...C-5
Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6
Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13
Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co.' 45 East 20th St.....D-7

Continued from page 22.

and ornamental glass are in or near the war zone, the trade was greatly hampered. Skilled labor was scarce and much difficulty was experienced in getting fuel for the furnaces and obtaining raw materials, especially potash. Manufacturers were also greatly handicapped by the dearth of materials for packing, especially barrels and crates, and by the difficulty of obtaining railway transportation for their bulky and fragile merchandise. There was a great shortage of articles made of common glass, especially cheap tumblers, carafes, and bottles of all kinds. In normal times there are about 325,000,000 of bottles produced annually in France, the average consumption ranging from 300,000,000 to 310,000,000, leaving from 10,000,000 to 15,000,000 for export. Under present conditions it is estimated that the output of bottles is only about 90,000,000; and although the consumption for bottling mineral waters, wines, brandies, etc., has fallen off about fifty per cent, there is a great deficiency between the supply and demand which seriously affects the trade in those beverages.

The exports of glass, crystal ware and mirror glass from France in 1915 were valued at $3,542,300 as compared with $6,538,000 in 1914. The imports during the same periods were $1,648,000 and $3,437,000, respectively.

INCREASED MANGANESE PRODUCTION.

THERE has been a greatly-increased activity among the manganese mines of the United States during the first six months of 1916. This activity is shown by the operation of new mines, the reopening of old mines, and more regular production from the mines already active. There is a prospect that the production for the entire year, according to D. F. Hewett of the U. S. Geological Survey, will greatly exceed that for 1915, which was 9,651 tons, the largest since 1901. Several discoveries are reported from Arizona, California, Oregon, Utah, and Virginia, and there are new operators in Arkansas, California, New Mexico, Utah, and Virginia.

BUSINESS BRIEFS.

Chas. P. Schuller Cut Glass and Lamp Co. has been incorporated for $5,000. W. F. Hayes, Jr., L. I. and C. P. Schuller are the incorporators.

* *

H. & H. Storch, Baooklyn, have been incorporated to manufacture hotel china, supplies, etc., with a capital of $20,000. The directors are Herman Storch, Rose Storch and Herman Storch, Jr.

* *

A new million-dollar department store is to be erected in Seattle, Wash., by Frederick & Nelson, and construction is to start within a few weeks. The store will occupy a site 250 feet square, and will be seven stories in height.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI.	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have unwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 13, 1916.

THE CONDITION OF BUSINESS.

New York

The orders by mail received during the week were as gratifying as they were surprising. The importers carrying stock report many orders—not for large amounts, but enough to keep the packing force very active.

Early fall buyers have already been in the market—the advance guard of what is likely to follow. Ordinarily, with a prospect of increased prices, it might naturally be supposed that the buyers were in the field early to get in on the ground floor. While this of course may have something to do with it, the truth is that prices cut very little figure these days. It is a question of getting goods. No one wants to pay more than he has to, but nowadays a dealer will pay without much protest as long as he can get deliveries.

Speaking of prices, the long-heralded advance in crockery may not come for some weeks, or even months. The desire for an advance is not unanimous, if rumors that have reached New York lately have any foundation in fact. It is said that so many of the potters are booked up for the year that they can see no use in making prices on goods which they cannot deliver. However, after the operative potters have concluded their discussions there may be something more definite to say. But as the agreement between manufacturers and men does not expire until October 1 it is possible that no change will be made until after that date.

The domestic factories, both glass and pottery, are all doing an unusual business for the time of year; and if it continues the chance of their catching up with orders seems remote.

One of the surprising things in the trade is the business that the retailers are doing—much larger than usual at this time of year. A good proportion comes from visitors to the city, particularly where high-priced goods are concerned. While New York is always crowded with summer visitors, there seem to be more in from out of town than customary. The fact that more conventions have been and will be held than ever before is one reason. While "everybody is out of town," the three hundred thousand people who arrive in New York daily help to make retail trade good.

Reports from interior points speak well also for retail trade. New England is doing much better than usual. One reason is that more and more the seaside resorts of that section are attracting visitors, and they are putting a lot of money in circulation. The mountain resorts are just opening up, and better business is coming from that direction. Altogether, the prospect of a good summer season is more than ordinarily promising—which means a good trade for the wholesalers later on.

East Liverpool and Vicinity

New business continues to be received in very liberal volume. Quite a large number of old orders still remain unfilled, and it seems as if the manufacturers are unable to "catch up." Operations in all the plants last week were on a moderate scale only, as many operatives were allowed short

vacations. Activity has been resumed this week, however.

Pittsburgh and Vicinity

Although the business with flint glass manufacturers continues heavy, the production last week was slackened on account of a few plants allowing their employees a week's vacation. However, Monday last witnessed the resumption of factories on full time with all available help engaged. Orders for blown and stemware are showing an increase. Prices are now reported the highest in years, but the fact has not caused buyers to spare their orders. Seasonable items are exceptionally strong.

THE WORKERS' CONVENTION.

THE annual convention of the National Brotherhood of Operative Potters, held in Atlantic City, N. J., last week frowned upon any effort upon the part of individual local units in calling a strike of their craft without first consulting with the parent body, as provided for in the Brotherhood constitution. An effort was made during the convention to have a resolution adopted which would empower individual locals to eall a strike when conditions were not to their liking. Just such an instance happened when the kiln-drawers in East Liverpool violated their agreement with the manufacturers and went on strike. It was pointed out that strikes in the pottery trade are not regular or sanctioned without a referendum vote of the trade being polled. A strike in the plant of the Clarksburg (W. Va.) Sanitary Pottery was without the sanction of the Brotherhood, and the strikers sought through the convention to secure a payment of strike benefits. The appeal was flatly rejected.

Two demands were made for an increase of wages in the sanitary branch—an increase of 20 per cent for mold makers and another for 15 per cent for sagger makers. Other resolutions demanded compensation for work on accessories which heretofore had been considered part of the job.

A significant action of the convention bearing upon a conference with general ware manufacturers next year was that which instructed the price committee to complete a uniform scale for chinaware and have it ready to submit to the conference committee of the United States Potters' Association in 1917. The list effective to-day varies in different plants, and as a result dissatisfaction exists.

Another resolution adopted by the convention reduces the ratio of apprentices in the future to one to every eight journeymen, instead of every six, as is now the rule.

The convention has eliminated its standing sanitary committee, and hereafter its work will be looked after by the Eastern members of the Executive Board.

The co-operative plan proposed for the purchase of tools was voted down, as was also the resolution to investigate the possibility and advisability of establishing a model pottery plant.

Only one change has been made in the officers—Samuel Burgess, second vice-president, being defeated by George Chadwick. Officials who will serve the coming year are: president, Edward Menge, East Liverpool; first vice-president, Frank H. Hutchins, Trenton, N. J.; second, George Chadwick, East Liverpool; third, John Randolph, Trenton; fourth, S. M. Moore, Trenton; fifth, George M. Martin, Trenton; sixth, Thomas Woods, Sebring, O.; seventh, John S. Shingler, East Liverpool; secretary-treasurer, John T. Wood, East Liverpool.

ASSOCIATE CERAMIC CHEMIST WANTED.

THE United States Civil Service Commission announces an open competitive examination for associate ceramic chemist, qualified in glass technology, for men only. From the register of eligibles resulting from this examination certification will be made to fill a vacancy in this position in the Bureau of Standards at Pittsburgh, Pa., at a salary ranging from $2,000 to $2,500 a year, and vacancies as they may occur in positions requiring similar qualifications, unless it is found to be in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

The duties of this position will include laboratory investigations and original research and testing in connection with the technology of glass and clays.

Competitors will not be assembled for examination, but will be rated on the following subjects, which will have the relative weights indicated: general education and scientific training, 40; practically experience and fitness, 40; publication or thesis, 20; total, 100.

A degree in ceramic engineering from an institution of recognized standing, or courses in ceramic engineering equivalent thereto, and at least three years' experience in the operation of ceramic plants, two years of which must have been in the technical study of glass or in teaching the subject of glass technology, are prerequisites for consideration for this position. A thorough knowledge of refractory clays is also necessary for the purpose of applying this knowledge to glass refractories.

Under the third subject the publication or thesis must represent the results of original work on the part of the applicant on some phase of glass technology.

Applicants will be admitted to this examination regardless of their residence and domicile; but under an act of Congress only those who have been actually domiciled in the State or Territory in which they reside for at least one year previous to the examination will be eligible for appointment to the apportioned service in Washington, D. C. Persons desiring to become

eligible for appointment to the apportioned service must have the county officer's certificate in the application form executed, to which a ten-cent internal revenue stamp must be attached.

Statements as to training, experience and fitness are accepted subject to verification.

Applicants must not have reached their forty-fifth birthday on the date of the examination.

This examination is open to all men who are citizens of the United States and who meet the requirements.

Persons who meet the requirements and desire this examination should at once apply for Form 2118, stating the title of the examination desired, to the United States Civil Service Commission, Washington, D. C.

Applications should be properly executed, excluding the medical certificate, and must be filed with the Commission at Washington, with the material required, prior to the hour of closing business on August 8, 1916.

AT CHICAGO.

BUYERS of glassware are watching the market closely and are placing their orders for fall only when they think they can secure satisfactory delivery. The "We'll do the best we can for you" platform which the factories appear to have adopted is anything but satisfactory.

* *

R. M. Peare, manager of the Pittsburgh Lamp, Brass and Glass Co., has returned from a brief vacation spent in motoring through Wisconsin. He visited a number of resorts on the lakes and had a most enjoyable time.

* *

Ira A. Jones has returned from his trip to the Eastern factories.

* *

Charles Patterson, buyer of china and glassware for Carson, Pirie, Scott & Co., spent the Fourth of July with friends at Aurora, Ill., and Henry Viemann, his assistant, left during the week for Coldwater, Mich. for a fortnight.

* *

Sam Natkin, buyer of crockery and glassware at "The Fair," was under the weather for a couple days last week, but is now himself again.

* *

H. L. Kelly, of Kelly & Reasener, left this week on his vacation, which will be spent at Bass Lake, Mich.

* *

Peter Rinkin, Walter Andrews and Frank Linker will return this week from Cable, Wis., where they have been spending their vacation on Owen Lake.

Several crockery and glass men here last week sent out special letters to customers reminding them of the fact that "market week" will be held in Chicago Aug. 7th to 12th and urging them to attend and do their fal buying then. The Chicago Association of Commerce has arranged an elaborate programme for the entertainment of vistors.

* *

The Toyo Art Shop has opened a new store at 300 S. Michigan avenue. The company has several stores in the city.

* *

Chief of Police Healy has started an investigation of auction sales in the down-town district, numerous complaints having been made that these sales are conducted in a fraudulent manner. One trouble with the auctions is that there is no recourse if goods prove unsatisfactory. They are here to-day and gone tomorrow. Chief Healy says that if he finds the complaints are well grounded he will recommend to the Mayor that the licences be revoked. These auctions sell lots of china and glassware of one kind or another, and certainly hurt the regular trade.

* *

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., has returned from a business trip to Pittsburgh.

"UNEARNED INCREMENT."

AFTER lying at anchor off Stapleton, S. I., since September, 1914, the German iron sailing ship Indra was towed up to Beard's Stores, Erie Basin, last week, and commenced unloading her cargo of nitrate. When she arrived in port the cargo was worth about $125,000, but on account of the great demand for this chemical in the manufacture of explosives its value has increased, it is said, to $1,000,000.

PROTEST AGAINST HOLDUP OF PERMITS.

THE Merchants' Association is in receipt of a communication from the Department of State announcing that Manton M. Wyvell was sent to London on July 1 as an unofficial representative of the Department of State to discuss with British officials certain applications for shipping permits for goods of German or Austrian origin purchased by American firms prior to March 1, 1915, which have been rejected by the British Government for reasons that appear insufficient to the Foreign Trade Adviser's office.

Mr. Wyvell will also discuss the question of the reinstatement of various permits which have been cancelled for reasons which do not appear to be adequate. He will not take up any new case Mr. Wyvell has been engaged in the presentation of such cases for the last eight months and is thoroughly familiar with all the details of this work

Interested firms desiring to communicate with Mr.

Wyvell may address him in care of the American Embassy in London until further notice.

LEO SCHOENTHAL WINS FIRST PRIZE.

ONE hundred and sixty-eight new members are enrolled in the Salesmen's Association as the result of the Membership Boosters' Campaign which ended July 1. The total membership is now 1,075.

The last batch of applications—nine in number—was acted upon at a meeting of the Board of Management held on Tuesday. Seven came from the New York team and two from the Boston workers.

The New York team, which has held the lead throughout the campaign, finished with flying colors, running ahead of the Chicago team, which was next in line, by 103 members, and winning the five gold medals presented by the Association.

There was spirited rivalry among several of the members for the individual prizes, and this lent a great deal of interest to the closing days of the contest. Leo Schoenthal, buyer for Gimbel Bros., with thirty-four to his credit, was the winner of the first—a Harvard gold watch presented by President J. Duncan Dithridge. J. Meredith Miller, with twenty three, came in for second prize—a gold penknife presented by Secretary Jos. F. O'Gorman.

STANDING OF THE TEAMS.

New York	121	Montreal	2
Chicago	18	Pittsburgh	1
Boston	11	Baltimore	1
San Francisco	7	Buffalo	1
Philadelphia	3	East Liverpool	0
Toronto	3		

INDIVIDUAL RECORDS.

Leo Schoenthal	34	Wm E Doctor	1
J Meredith Miller	23	J F O'Gorman	1
Oscar W Eckland	17	Wm D Gilmore	1
Harry L Siexas	12	B F Heastand	1
Howard R Handy	10	Harry T Thomas	1
Moey K Lindner	6	Louis Levien	1
Harry S Mirrielees	4	R Q Cleavenger	1
John Nixon	4	Lewis H Bown	1
Wm J McQuilland	4	D King Irwin	1
Thos G Jones	4	Louis Koch	1
Paul M Phillips	3	Allan C Dixon	1
Wm S Anthes	3	Chas Kaiser	1
Louis D Siexas	3	Geo Hamilton	1
Fred Kline	3	Ernest H Wade	1
Wm H Schreiber	2	Chas H Clark	1
H C Bedlington	2	Wm D Finke	1
Edw H D Eckert	2	J Duncan Dithridge	1
A J Tourangeau	2	Geo C Lynch	1
Arthur A Bean	2	Wm Junor	1
R E L Wells	2	Arthur G Stier	1
Chas F Crandon	2	Wm T Graff	1
Frank J Fox	1	C J Dela Croix	1
Fredk W Cox	1		
		Total	168

The members added at Tuesday's meeting are Leroy S. Goodman, with Albert Pick & Co., Chicago; Gilbert L. Pitcairn, secretary Union Porcelain Works, Brooklyn; Julius Hirsch, president L. & B. Novelty Co , New York; J. Blaine Walker, with United States Glass Co., New York; Morris Speilman, New York; Charles L. Wilcken, with H. Northridge Co., New York; William R. Elfers, New York; Albert E. Brown and Arthur M. Brown, with J. P. Eustis Mfg. Co., Cambridge, Mass.

RECENT CUSTOMS DECISION.

SHIPMENTS of decorated earthenware from W. Edwards, Fenton, England, were before Judge Hay on a question of value. The goods included cups, individual butters, covered butters and drainers, fruit dishes, and similar goods. Although the owners of the merchandise entered it at the Custom House at prices above the invoiced rates, the customs officers were not satisfied, and duties were collected at advanced values. The General Appraiser held that the goods would have to stand duty on a level 2½ per cent higher than entered, market prices having risen.

The same reviewing officer held that no advance accrued on importations of decorated earthenware from John Maddock & Sons, Burslem.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g June 24, '16	Corresponding period 1915	Exports Jan. 1st to June 24, '16	Corresponding period 1915
Boston	213	52	2403	2576
New York	127	165	5931	4566
Baltimore	10	272	1961	4532
Philadelphia	....	65	358	1671
New Orleans	....	14	84	336
Newport News.	....	....	....	54
San Francisco.	....	21	281	797
Portland, Me.	....	15	484	1006
Galveston.	....	....	....	....
Portland, Ore.	....	....	16	55
Inland Points.	....	5	77	282
Total.	350	609	11595	15875

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g June 24, '16	Corresponding period 1915	Exports Jan. 1 to June 24, '16	Corresponding period 1915
New York	127	165	5591	4566
Boston	118	52	2145	2576
Philadelphia	....	65	359	1659
Baltimore	10	272	1803	4532
San Francisco	....	21	281	767
New Orleans	....	14	76	336
Portland, Me.	....	15	249	1006
Galveston	....	....	....	....
Newport News.	....	....	....	54
Portland, Ore	....	....	16	55
Inland Points	....	5	262	303
Total.	255	609	10782	15854

THE METROPOLITAN MARKET

THE visitor at the Horace C. Gray Co.'s spacious showroom in the Fifth Avenue Building cannot help being impressed with the comprehensive assemblage of samples from over a dozen leading glassware, china, lamp and other factories on display there. Nor can the formidable list of specialties and unusual values fail to make an impression. Mr. Gray is alive to every possibility of the business and has justly won distinction as "the originator of new goods," and his vast experience enables him to apply this originality to the most salable kind of items. Read the list, on another page, of the factories represented. Big as it is, and diverse as are their products, there is hardly one that has not proved itself a seller.

Morimura Bros. are showing some very attractive things for porch furnishings from stock, including jardinieres, basket work of various kinds, and ornamental pieces in great variety. In these days, when stocks of all kinds are so low, it will pay buyers to investigate what they have to offer.

A line that ought to attract the buyer on the alert for new things is that of the Basket Novelty Co., whose advertisement appears on another page of this issue. The concern is recognized as a leader in decorated basketry, its showrooms being filled with specialties different from anything to be found on the market, and consisting of "live wire" articles that make sales records in every store in which they are shown. The company has also originated a finish that is "different," and is constantly bringing out new color combinations. A few of the items made are bird cages and stands, window boxes, jardinieres, flower baskets of every description, fern dishes, trays of various kinds, hanging baskets, waste baskets, vases, fruit baskets, lamps, aquarium stands, nursery furniture, etc. A corps of designers is kept busy all the time conceiving new ideas to keep up with the company's policy of "always something new."

The Smith-Phillips China Co. have just sent H. Benedikt some new dinnerware patterns that are a decided acquisition to the line. There are several unusually pretty white and gold treatments, and among the color designs one in a broken border effect that is particularly good. The concern's "Blackbird" pattern, recently introduced, is shown in a new treatment that will undoubtedly prove popular. All are on the attractive "Princess" shape.

An attraction in itself, to say nothing of the vast showing of other items at the salesroom of J. Duncan Dithridge, representing Bryce Bros. Co., is the concern's artistic line of amber glass. It would be difficult to imagine anything more beautiful than the remarkable coloring of this ware. The graceful shapes, which include a variety of styles in vases, stemware, etc., also contribute to the line's success.

Paul Straub & Co. are showing with much pride a new dinner service which contains a platter that is a triumph of the potter's art. It is an eighteen-inch dish as nearly perfect as anything of its kind ever produced—almost perfectly straight, evenly glazed, and with incrustations as clean and well defined as they possibly can be.

A line of new samples at the salesroom of C. H. Taylor from the S. A. Weller pottery introduces a number of ideas in art pottery that are decidedly clever. One of the specialties shown is an extremely ornamental as well as useful piece—a bird bath or receptacle for cut flowers in the garden. The design is a large sunflower whose centre is sunk sufficiently to form a shallow bowl. This rests on a long stick which may be planted in the ground wherever desired and moved from one place to another with little or no trouble. There are also flower holders and vases in a variety of styles and unusually beautiful solid colors. In perforated flower holders are new conceptions and finishes, including lobsters, crabs, fish, toadstools, star fish, etc. Also small flying birds and perch birds for decorating flower bowls and other purposes. Several additions to

the concern's artistic Denton line are also attracting attention. The new patterns include exceptionally attractive floral and bird designs in relief work on a glazed black background in vases and other items.

W. H. Stockdale has just received some new things from the Roseville Pottery that differ materially from anything they have hitherto made. They consist of various-sized flat bowls with birds and fishes to go with them, small vases, baskets, etc., and a line of jardinieres ranging from three inches up to the largest size made. They are in twelve different colored glazes.

The latest from the Westmoreland Specialty Co. on display at the showroom of the Horace C. Gray Co. is an entirely new style purple glass bowl. A panel effect design is employed very advantageously and is exactly suited to the simplicity of the shape. The rich deep color of the glass is most attractive, and it is an item that cannot help but prove profitable to the dealer. The bowls are designed primarily for flower centers, but may be utilized for various other purposes as well.

BOSTON BUSINESS NOTES.

"BUSINESS continues unusually brisk for this season," said one wholesaler; "in fact, I may say that we are booking more orders than ever before for the corresponding period of the year. So far as we can see, there is not the least sign of a slackening up; and if business continues in the same ratio the next six months will see the greatest congestion in the crockery trade for many years."

Charles F. Wing, of the C. F. Wing Co., New Bedford, has gone to the Plattsburg military training camp for a month.

Among the gifts to the Worcester Relief Fund for the city's national guardsmen on the border and their dependents was $100 from the Denholm & McKay Co.

Jerome Jones, of the Jones, McDuffee & Stratton Co., has won a victory in the fight for a park on Corey Hill, Brookline, the special committee having the matter under consideration having brought in a favorable report.

George W. Beals is back from a business trip through Western Massachussetts and Connecticut.

A baseball game between the C. F. Hovey Co. and the Gilchrist Co. teams was one of the interesting events of the latter company's outing for its mutual benefit association and attended by 600, the floor-men winning against the buyers, two to one.

Miss Helen Davidson has gone to Great Chebeague Island, Casco Bay, for her vacation.

A. L. McMullin is on a business trip through the larger centres in Connecticut this week.

J. F Cuffe, with Louis Wolf & Co., is enjoying a two weeks' vacation.

Shipments still continue to be delayed and to cause much bother for the commission men and agents here, who are constantly receiving complaints from buyers. Package goods are causing the most trouble.

The Filene Co-operative Association held an outing a few days ago at North Scituate, and the feature was the dedication of the new rest camp given recently by the company. It has twenty-eight rooms, with a matron and chef.

More than one thousand went to Wellesley for the outing of the Jordan-Marsh Co. Mutual Benefit Association, where a programme of field sports, dancing and fireworks was enjoyed. The buyers' baseball team was defeated by the superintendents' nine, five to four.

Contingents from the Gilchrist Co., R. H. White & Co., Jordan-Marsh Co., Filene's, R. H. Stearns Co. and others have gone to the Plattsburg military training camp.

M. A. Lovell, of the United States Glass Co.'s New England sample rooms, is on a trip to the factories at Pittsburgh and Tiffin, O.

Warren Ford, one of Mitchell, Woodbury Co.'s inside salesmen, is enjoying his two weeks' vacation exercising the new Ford car he has just purchased.

H. N. Milliken, of the Jones, McDuffee & Stratton Co., with Mrs. Milliken, has taken a summer place at Preston for the season.

E. J. Tucker, of Chase & Francis, who is visiting the trade in Western Massachusetts, Connecticut and Rhode Island, is sending back good-sized orders.

James F. Leary, buyer for the Houghton & Dutton Co., is on a two weeks' vacation.

Guy Hawthorn, formerly china and glass buyer for the Jordan-Marsh Co., and now buyer for Wanamaker's store, is enjoying a vacation at Shelter Island, N. Y.

Joseph Pindar is spending the month at East Orleans.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The services of a chemist are now a necessity in a glass factory. A number of new mixes have been discovered by these gentlemen, with the result that the manufacturers have been able to place before the buying public a line of glassware which can be sold at a higher price than the ordinary crystal goods.

Increases in the value of the shares of the United States Glass Co. have been rather rapid of late. A year or so ago the stock was selling around 20, whereas a few days ago sales were made at 30½ bid and 31 asked. The company to-day is doing the largest business in its history, and a much higher price for its shares is predicted. The gross business during June established a new high record, amounting to between $425,000 and $450,000. The previous monthly record was $392,000 for October, 1891. On May 1 last the company paid off $80,000 of its indebtedness, and between now and August 30 next, the date of the annual meeting, it is expected that $40,000 more indebtedness will be liquidated.

Quite a number of old tableware lines are being discarded. One factory is reported to have sold as junk over $10,000 worth of old molds recently, and is now about to scrap another batch of the same former value.

A large Eastern wholesale house recently placed an order with a Western glass factory for $40,000 worth of a specially-controlled pattern.

Glass decorators continue to complain of the slow delivery of orders—some given in January being still held up. They say that being taken at the old prices the orders are held that shipments may be made of goods sold to other customers at a higher price.

The Hazel-Atlas Glass Co., which recently purchased the plant of the Columbia Tile Co. at Grafton, W. Va., will start operations there within a fortnight. Three of the largest Owens glass-making machines ever built will be installed. The company owns its own gas wells, and will have a plentiful supply of fuel.

A. H. Heisey & Co. have advised the trade that hereafter fifteen per cent will be added to the base of invoices instead of ten per cent.

G. S. Bryce, of the Bryce Bros. factory, Mt. Pleasant, Pa., is now "somewhere along the Mexican border" with the Tenth Pennsylvania Volunteer Infantry. He is attached to the Quartermaster's Department, with the rank of Colonel.

The Elrosa Decorating Co., of this city, of which Louis Reizenstein is the directing head, is showing some remarkable gold-band decorations on blown, stem and flat pieces. The concern is also having marked success with its gold and enameled rose line.

It is hard for decorators to secure necessary requirements of cut handled stemware. Certain factories manufacturing these lines announce that they are sold up for the balance of the year.

Although the local demand for lighting glassware is not as extensive as it might be, heavy building operations in other sections call for large specifications, and the factories are crowded with business. Ceiling bowls and pendants are in particularly heavy demand.

The Tygarts Valley Glass Co., Grafton, W. Va., contemplates additional improvements to its factory, and capacity will be about doubled before next fall. The company is now considering the plan of drilling for gas near its property.

The H. C. Fry Concert Band spent July 4 at the summer home of Mr. Fry at Chautauqua, N. Y. The musicians wore the new uniforms which were presented the band by Mr. Fry.

"From all that we can learn, never again will imported glassware be sold as low as it was before the European war started," said a salesman and stock-

holder of one of the largest importing concerns in the country. "Wages across the water are bound to be higher, costs of materials will be higher, transportation charges will be higher, and our house is confident that foreign and domestic prices will be about equal. With the advance in quality now being displayed by American glass manufacturers there is no reason why they should not hold every customer they now have, and at the same time develop a large export business."

In order that operations may continue uninterruptedly in cold weather, the Crescent Glass Co., Wellsburg, W. Va., has arranged for an increased supply of gas by building additional mains into its plant.

F. R. Martin, of "Martin's," Detroit, spent a few days here this week as the guest of Louis Reizenstein.

Representatives of the National Association of Green Glass Bottle Blowers and the manufacturers were in conference at Atlantic City this week, in an effort to agree on demands of the men for an advance in wages ranging from ten to forty per cent. It is expected a compromise will be reached.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending July 11, 1916.

HULL

420	packages	china clay.....H A Robinson & Co
66	"	" .....H W Peabody & Co

LIVERPOOL

21	packages	earthenware.....Meakin & Ridgway
37	"	" .....Maddock & Miller
4	"	" .....G F Bassett & Co
7	"	" .....H C Edmiston
28	"	" .....W S Pitcairn
2	"	" .....Lazarus & Rosenfeld
5	"	" .....T S Todd & Co
5	"	" .....E Boote
17	"	" .....Fondeville & Van Iderstine
1	"	chinaware.....Rowland & Marsellus Co
12	"	" .....J Davison
7	"	" .....Meakin & Ridgway

BORDEAUX

6	packages	chinaware.....C B Richards & Co
2	"	" .....J Wanamaker
5	"	" .....Sutherland Int Dispatch Co

ROTTERDAM

30	packages	earthenware.....Geo Borgfeldt & Co
8	"	" .....Secretary of Commerce
1	"	" .....Sutherland Int Dispatch Co
1	"	" .....S Luckenbach & Co
5	"	" ..American-European Forwarding Co
15	"	" .....F Bing & Co
3	"	chinaware.....M R Poucher & Co
1,500	"	glassware.....Bernard, Judae & Co
25	"	" .....Hammel, Riglander & Co
20	"	" .....B A VonStraten
4	"	toys.....S Luckenbach & Co

HAVRE

11	packages	chinaware.....Gimbel Bros
4	"	toys.....C Silverman
17	"	" .....F W Woolworth & Co

COPENHAGEN

1	package	terra cotta.....L Straus & Sons

GENOA

10	packages	glassware.....American Toy Works

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

2	packages	earthenware .....Jones, McDuffee & Stratton Co
69	"	" .....Mitchell, Woodbury Co
69	"	" .....American Express Co
28	"	" .....R F Downing & Co
1	"	" .....Rowland & Marsellus
1	"	" .....L E Knott Apparatus Co

NEXT WEEK'S GOLF GAME.

THE golfers are anticipating a fine time next Thursday, July 20, where they will meet at the Richmond County Country Club, Dongan Hills, Staten Island, for the third game of the season. The host of the day W. W. Magee, is a past master in the art of entertaining, and aside from the game itself there is every reason to anticipate a pleasurable day. In a letter sent to the members Secretary Owen says, among other things:

If you desire to arrange for a partner, communicate with Mr. L. S. Hinman, 200 Fifth avenue, New York, prior to the date of the tournament.

In addition to the Association trophy, a prize is offered by Mr. John J. Miller.

There are some long holes at Richmond, but also several very interesting short ones—a pitch and a putt—and these will put you in the running for the Wedgwood selected score season competition.

From New York take ferry at foot of Whitehall street at 8 o'clock, buying ticket for Dongan Hills. Fare. 20 cents; excursion 30 cents.

Should you miss the eight o'clock boat—please don't—take next boat and trolley marked "Richmond" or "Midland Beach" from St. George to Dongan Hills.

You are urgently requested to notify the Secretary whether or not you intend to be present.

BUSINESS BRIEFS.

S. H. Kress & Co. have leased the store and basement at 274 Church street, this city.

* *

About 400 of the workers who make Teddy bears returned to their employment last week. More than 2,000 are still on strike.

* *

A petition in bankruptcy has been filed against the New Era Novelty Co., manufacturers of toys and novel-

ties, 220 Fifth avenue, with factory at 316 High street, Newark.

* *

Benjamin Hochman, one of the partners in the Atlas Lighting Fixture Co., 322 Bowery, this city, has made an assignment. Louis Schwarts, the other partner, did not sign the deed.

* *

The South Bend (Ind.) Glass Co. has been incorporated with a capital of $10,000 to manufacture and sell glass. The directors are John S. Baber, William Harry Bagby and Frank Gilmer.

A GOOD DAY'S WORK.

WHEN he is not selling Bassett China, W. J. Hague spends his spare time saving people from drowning.

A week ago Sunday he pulled a girl out of the Hudson River just in the nick of time, and on the same day while walking at the foot of the Palisades a small boy came running to him crying that a lad was drowning. He hurried to the spot indicated, and found the bather so far gone that he hadn't sense enough to grasp a pole which Hague had seized and held out to him. The third attempt to bring him in succeeded, however. And not a whit too soon, for another few seconds and the boy would have gone under.

Mr. Hague has now seven rescues to his credit.

AT THE IMPERIAL HOTEL.

WITH a line of samples from the Hunt Cut Glass Co., Harry Hunt opened up at the Imperial on Tuesday.

Arthur J. Blackmer will be there next Monday.

C. A. Postley will be on hand the same day with a line of silverware from the National Silver Co.

W. C. Lynch has engaged rooms and will be there shortly.

Wm. M. Oddie, of the Geo. H. Bowman Co., is expected next week.

OUTING COMMITTEE GETS BUSY.

A MEETING was held on Tuesday by the committee in charge of arrangements for the annual summer outing of the Salesmen's Association, which will be held on Saturday, August 26, at Karatsonyi's, Glenwood-on-the-Sound. By the end of this week tickets will be out, and from then on things will begin to move at a lively pace. Ferris's Band will again furnish music, and it is expected that Gus Rhode will also again furnish the luncheon and the refreshments on the boat. In the absence of John Nixon, chairman of the general committee, who leaves next week on his vacation, E. W. Hammond will assume charge of affairs, having been appointed vice-chairman at Tuesday's meeting.

DOMESTIC "CHARACTER" DOLLS.

THE Strobel & Wilken Co. are showing a line of what they have named American Art Dolls. They are very durable. The heads can be washed, and the stuffed cloth bodies are practically indestructible. Arms and legs are jointed. They are light in weight and can be retailed at about a quarter the price of similar imported goods. They are made under the special and personal supervision of the house, and their sale is exclusively controlled by it.



ONE OF 'EM.

The dolls are certainly attractive. Children like "rag babies" better than any other kind; and when to this characteristic—being made of cloth—are added the fine modeling of the heads, the clever painting of the faces and the original designing of the costumes, they are bound to become popular.

A CARICATURE recently exhibited in England represents Lord Kitchener in an entirely new role. Instead of seeing "K. of K." as a never-to-be-ruffled man of imperturbable force, the artist shows him glaring angrily at his butler, who has evidently had the misfortune to break in dusting a treasured piece of blue and white porcelain.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 13, 1916.

DOMESTIC POTTERY PRICES.

RUMORS of a decided advance in the prices of domestic pottery are rife. That there should be a raise seems to be the opinion held by many of the potters; and all the buyers wonder why the potters do not take this opportunity to get a profit. The time is opportune. Prices of all foreign-made wares have gone up, and there is every prospect of them going still higher.

In two years English earthenware has been advanced fifty-four per cent, French china twenty-five or thirty per cent, and Japanese china more than ten per cent. German china is out of the market now, but, when it comes, it, too, will have to be quoted at least twenty-five per cent higher. American goods are nominally five per cent higher, but it is reported by buyers that the rate is not strictly maintained. If the workers now in session demand more, as it is reported they will, a ten per cent increase may be looked for as a consequence.

Buyers are not slow in criticising the five per cent advance. They say it is not enough! Think of that—buyers saying the raise is not enough! They also object strenuously to the cash discount as it now stands. They say they would much rather have had a ten per cent raise and the discount remain as it was. While no man likes to have other people make his prices, it is good business to listen to what the buyers have to say.

The manufacturers are said to be divided on the subject. It is reported that at an informal meeting held recently, when a few of the larger concerns met to discuss labor troubles, while many urged a change there were others who objected, saying they were filled up with orders which would carry them well on to next year and if they raised now there would be an unjust discrimination—that those who bought now would not have an equal chance.

But surely a merchant who had the foresight to buy ahead should receive the reward of his acumen.

The buyers further say that if the potteries would raise their prices it would have the effect of curtailing the sale of crockery in the five and ten cent stores. As it is now these are fast becoming competitors on dinner sets. The buyers claim that if by reason of higher prices for these the five and ten cent stores were confined to the smaller crockery items the regular stores would sell a greater number of dinner sets, and both manufacturer and dealer would make money. These houses are surely killing regular trade, and it would be wise to get away from this sort of business.

PERSONAL.

ONE of the best known young women in the glass trade is Miss Florence Mancer. For many years she has been with J. Duncan Dithridge, and has made a host of friends. She is an unusually capable woman and has done office work and sold goods in a most creditable manner. Now the trade is to lose her, for she is to be married in September. Everybody who knows her will rejoice in her approaching happiness.

J. V. Storck, with B. Guenthel, left on Tuesday for Plattsburg to put in a month as a "rookie."

E. W. King, with J. J. Hines, took on as much tan and sunbeam in the five days he was away last week as most men do in a month. He says he feels like a new man.

Louis Greeman, "specialty man" at Morimura Bros., left on Tuesday with his son "Teddy" for the camp at Plattsburg. Dollars to doughnuts he will book orders for Japanese goods before he gets home.

M. J. Geary, who had charge of the Chicago office of Morimura Bros., is now in New York, that office having been discontinued.

Harold Noe, son of Wm. R. Noe, returned on Tuesday from a two months' honeymoon trip, having put in the time touring through various parts of the

country with his bride. He is now hard at work again as superintendent of the concern's factory in Brooklyn as well as keeping an eye on the New York establishment while his father and brother are away on vacations.

⚜

Frank H. Vaughn, that "live wire" traveler for the Brush-McCoy Pottery Co., spent several days in town last week on a visit to the office of Cox & Lafferty, local agents for the concern, leaving on Monday for Philadelphia, where he is showing his samples at the New Bingham Hotel for a week before going to Baltimore, Washington and Pittsburgh.

⚜

J. W. Sanders, Little Rock, Ark., has sent a card to some of his friends in New York reading:

"The stork has brought us a package weighing eight pounds—
A parcel full of love and joy—
A happy, healthy baby boy."

It is his first.

⚜

Robert N. Bolton, with Haviland & Co., came back Monday from a vacation spent at Poland Springs refreshed and ready to tackle any business problem that comes up.

⚜

Horace C. Gray and Geo. West, with their families, will start for Kennebunkport, Me., for a month's outing on Friday. The hotel at which they will stop has a golf course; and that Mr. Gray expects to take full advantage of the opportunity to practice for the August tournament is evident from the fact that he bought a fine new set of sticks before he left. He confided to the reporter that he anticipates putting it all over Mr. West.

⚜

Miss Ray Kimmel, office manager for the Imperial Art Glass and Lamp Works, leaves on Saturday for a fortnight's vacation at Newport, R. I.

⚜

M. H. Linn, treasurer of the Zanesville (O.) Stoneware Co., who is spending his vacation at Atlantic City, came into New York on Monday to consult with the concern's representative here, Wm. M. Warrin.

⚜

A. Klayf, of Koscherak Bros.' sales staff, is not only having a good time during his vacation, but is also keeping his eye on the ins and outs of the chicken-farming business at the Barrow White Egg Farm, Napanock, N. Y., where he is staying. After making a thorough study of it he may start a farm on his fire-escape and flood the New York market with eggs.

⚜

It is not necessary to ask Albert Rehberger, of the Saul Mfg. Co., who returned from a six weeks' trip through the East on Monday, how business was. That broad smile tells the story. After resting up this week he is going to spend several days gathering in orders on Long Island.

⚜

Wm. Abel, of the J. D. Bergen Co. traveling force, is enjoying himself at Highland Mills, N. Y., for a week, preparatory to leaving on a three months' trip through the Middle West. He expects to get away by the 15th.

⚜

C. W. Spencer, head of the furniture establishment bearing his name at Rutland, Vt., is in the market this week placing orders for his china and glass department.

⚜

Philip Le Berthon, of the Imperial Art Glass and Lamp Works, returned last Thursday feeling unusually fit after two weeks in the Pocono Mountains, where he and his family spent most of their time motoring.

⚜

C. E. Noe, of Wm. R. Noe & Sons, leaves the end of this week to join his father and brother Robert at the family's summer home at Boothbay Harbor, Me., where he will try and forget business cares for two or three weeks.

⚜

Mr. Miller, European buyer for Burley & Tyrrell, Chicago, sailed for Europe on Tuesday, leaving on the Nieuw Amsterdam.

⚜

From Boston to Albany by water was a pleasant trip made recently by John Hahn, with the Richard Briggs Co., Boston. Leaving the city by the Eastern Steamship Line, he passed through the Cap Cod Canal, which was brilliantly illuminated by lamps on shore, supplemented by the searchlights, of the ship. The eight-mile trip through the canal was doubly interesting from the fact that numbers of people had come in automobiles, carriages and on foot to watch the vessel's progress. On arriving in New York he took the day boat to Albany, and after seeing his wife and children safely on their way to Toledo, O., his old home, embarked on the night boat for New York, reaching here Monday morning. He returned to Boston Wednesday night.

⚜

Harry W. Deidrick, president of the Deidrick Glass Co., Monaca, Pa., made a brief visit to New York on Tuesday to call on his local representative, A. P. Doctor, as well as to see some of the trade here.

⚜

A young man who will undoubtedly be heard from in the future is Edward S. Boote, son of James Boote, who recently graduated with high honors from the East Orange High School and expects to enter college in the fall. He has not quite made up his mind whether

to follow in the footsteps of his father and grandfather, who are well known in the trade as American representatives of English potteries, or branch out in some other line. At present he favors the manufacturing end of the business, and hopes to hang the name of Boote over the door of a pottery plant before many years pass.

⚜

John Nixon, New York representative for the Fostoria Glass Co., is preparing to leave next week for his vacation. He will join his family at Picton, Ontario, Canada, where they preceded him earlier in the summer.

⚜

Percy Penn, of the sales staff of Thos. G. Jones, left last Saturday for Chicago, where he will spend two week visiting his brother.

⚜

Leo Schoenthal, buyer for Gimbel Bros., who has been in Europe for several weeks on a buying trip, sailed for home from Havre last Saturday on the liner Lafayette, which was in collision with another vessel when a short distance out and was forced to return to port for repairs. He will renew the attempt this Saturday, and is due in New York in about ten days.

⚜

C. H. Blumenauer, president and treasurer of the Jefferson Glass Co., Follansbee, W. Va. is a visitor in town this week, making his headquarters at the office of Frederick Skelton, the concern's New York agent.

⚜

Ernest Nickel, secretary and treasurer of the United States Glass Co., was a caller on Ed. Craig at the company's local office last Saturday.

⚜

Wm. E. Nye arrived in New York on Tuesday after enjoying a rest at his home in Moravia, N. Y., and is at the Maddock & Miller salesrooms getting his samples ready to leave on a trip.

⚜

J. J. Hines, accompanied by Mrs. Hines, is enjoying the breezes at Bellegrade Lakes, Me., for a couple of weeks.

⚜

E. Torlotting spends the most of his time on the train these days since he started to commute between here and Congress, N. Y. He says he has to go to bed as soon as he arrives at night, in order to be ready to get up in time to catch the train the next morning.

⚜

John Wanamaker was seventy-eight on Tuesday, and his employes sent him a telegram which said, among other things: "We especially desire to express our veneration for your power, our devotion for your devotion, our loyalty for your loving kindness, our pride for your achievements, our rejoicing for your secure fame, and our renewed determination to follow straight on in the forward path illuminated by your genius."

⚜

Frank Challinor, of the United States Glass Co.'s local sales force, left last Saturday for fortnight's stay at Atlantic City.

⚜

Joe McCauley is on his regular summer leave of absence from business, and with his speed boat Swifty II. is going to enjoy the scenery along the Shrewsbury River. Aside from being a lively craft, "Swifty" has other accomplishments. On sighting a submarine in the Bay recently she said to herself, "That queer-looking tub has nothing on me," and proved it by going under the water at her dock, refusing to come up again until Mac appeared with a wrecking crew. Another of her tricks that Mac thinks is real cute is her insistence every once in a while upon floating with the tide for a change. A wireless received at the office of Thos. G. Jones on Monday said: "Left 129th street pier early Saturday; sighted Statue of Liberty this a.m. If all goes well expect to reach Shrewsbury not later than next Saturday."

⚜

Justin Tharaud is spending the week ends at Yulan, N. Y., where his family are staying for the summer.

⚜

Chris. Hauser after making a long trip through the West in the interest of Paul A. Straub & Co., arrived home the latter part of last week well pleased with results. Fred C. Herr, Southern traveler for the Straub concern, is expected home the first of next week.

SALES CONFERENCE AT CORNING.

ON June 28, 29 and 30 the entire sales force of the "Pyrex" division of the Corning Glass Works met with the department managers at the factory office in Corning, N. Y., for the regular semi-annual conference. Will T. Hedges, manager of the "Pyrex" sales divison, presided. Plans for extending the sale of "Pyrex" were formulated and an extensive advertising campaign for fall thoroughly studied. The newly-created department of dealers' helps was explained, and much time was also spent in the works, where each salesman could learn by observation how carefully each piece of "Pyrex" baking ware is handled, not only through each process of manufacture, but also in the inspection, packing and shipping departments.

The three day conference was completed with a dinner at the Corning Club on Friday evening, June 30, which also commemorated the birthday of the ware.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Several pottery manufacturers in this district have withdrawn the notice sent out early in the season announcing that five per cent would be added to the base of all invoices, and have reverted to the old terms. But the selling lists have been gone through with a fine-toothed comb. Quite a few patterns have been advanced, while other items have been reduced, the principle being to advance those lines which cost more to manufacture, and lower any price not exactly in line with manufacturing costs. This revision has resulted in the majority of dinner patterns being slighly advanced over former quotations. New business has not been affected in the slightest degree by the increases, being just as heavy as it was during the spring.

* *

B. F. Heastand, of San Francisco, representative of the E. M. Knowles Pottery Co. on the Pacific Coast, has been visiting the home office during the past week.

* *

Among the buyers visiting the district of late were Mr. Murtland, with Sears, Roebuck & Co., Chicago; Mr. Montgomery, of the Kinnier, Montgomery Co., Lynchburg, Va.; and S. J. Natkin, of Chicago.

* *

Mark Donaldson, Southern salesman for the Homer Laughlin China Co., and his family have gone to Long Branch, N. J., for the summer.

* *

After a week's idleness the Warwick China Co. resumed full operations last Monday.

* *

George Fowler and William Mackey, of the E. M. Knowles sales force, with their families, are spending a season at Lake Brady, O. The breaking of the rear axle of their automobile en route marred the pleasure of their trip to the lake.

* *

In order to facilitate the movement of ware from the bisque department to the dipping room the Thompson Pottery Co. has installed an overhead tramway which has proved a time- and labor-saver. The change has done away with the hauling of ware on trucks. By eliminating the latter the ware is not jarred, and with only one workman the company can shift more ware in quicker time than by the use of several men and as many trucks. The change has greatly assisted the company in pushing ware through the different departments.

* *

All manufacturers report a heavy demand for salads and berry sets this season. One buyer who visited the market recently succeeded in having close to 3,000 dozen salads shipped to his house this week.

* *

The number of dinnerware patterns which are being patented by the pottery manufacturers is very noticeable this year. The manufacturers are bending every effort these days to secure something just a little better than those of competitors, and some very successful decorations have been marketed.

*

A shortage of kiln-drawers is still being felt in some plants. It seems to be impossible to get enough workers in this branch.

* *

The Southern Potteries Co. is the name of the company headed by Edward J. Owen, formerly of this city and Paden City, W. Va., which will erect a seven-kiln plant at Erwin, Tenn. Preliminary construction has started, and contracts for machinery have been awarded local foundries.

* *

President Homer J. Taylor, of the Knowles, Taylor & Knowles Co., representing the estate of the late Col. John N. Taylor, has given an option to the local Board of Education on 617 feet frontage of Columbia Park for $16,000. A new high school and athletic grounds are proposed on this property.

*

A local pottery has booked an order for 50,000 dinner sets to be delivered before the year end. This is the second order of like character the concern has received this year.

* *

The Carr China Co., which purchased the bankrupt plant of the Consolidated Manufacturers Co. at

Grafton, W. Va. has placed a force of mold makers at work, and it is expected that operations will start not later than August 1.

* *

Accompanied by his family, Oliver H. Sebring, head of the French China Co., Sebring, O., is on a motor trip through New York, Pennsylvania, New Jersey and Delaware.

CECIL WEDGWOOD DIES AT THE FRONT.

A CABLEGRAM received by Kennard L. Wedgwood on Monday of this week announced the death in France of Major Cecil Wedgwood, D. S. O., head of Josiah Wedgwood & Sons, Ltd. He was about fifty-four years of age, and for many years was director of the plant established by his great-granfather, being in 1913 elected to the managing directorship.

Major Wedgwood was a member of the Eighth Battalion, North Staffordshires, and had been at the front for the past twelve months, when he had won marked distinction for his gallantry. This was not the first time he had seen service, having been all through the Boer War.

He was a well-known figure in civic life also, having a deep interest in any movement that concerned the welfare of the people at large. He was actively associated in the amalgamation of the five pottery towns known as "The Potteries," and at the completion of the confederation was elected first mayor of Stoke-on-Trent. He was also an active member of the North Staffordshire Chamber of Commerce.

Major Wedgwood was a first cousin of Kennard L., whose office in this city was closed on Tuesday out of respect to his memory.

The deceased leaves a widow and two daughters.

He will be succeeded in the Wedgwood concern by F. H. Wedgwood, who has held the position of second director for some time past.

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You are requested to come and
inspect



THE ANIMALS MODELED BY Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

THE HIGH COST OF WORKING.

LET us realize the situation as it really is. The high cost of living is due to the high cost of working. Higher wages for the coal miners means higher cost for coal. Higher wages for the railroads or for any other great industry means an increased cost to the public.

The American workingman lives better than the worker in any other country. He is more efficient, more highly educated, and constitutes a more important element of our citizenship. We believe in high wages, in good living, and the best workers, for this means the best workmanship.

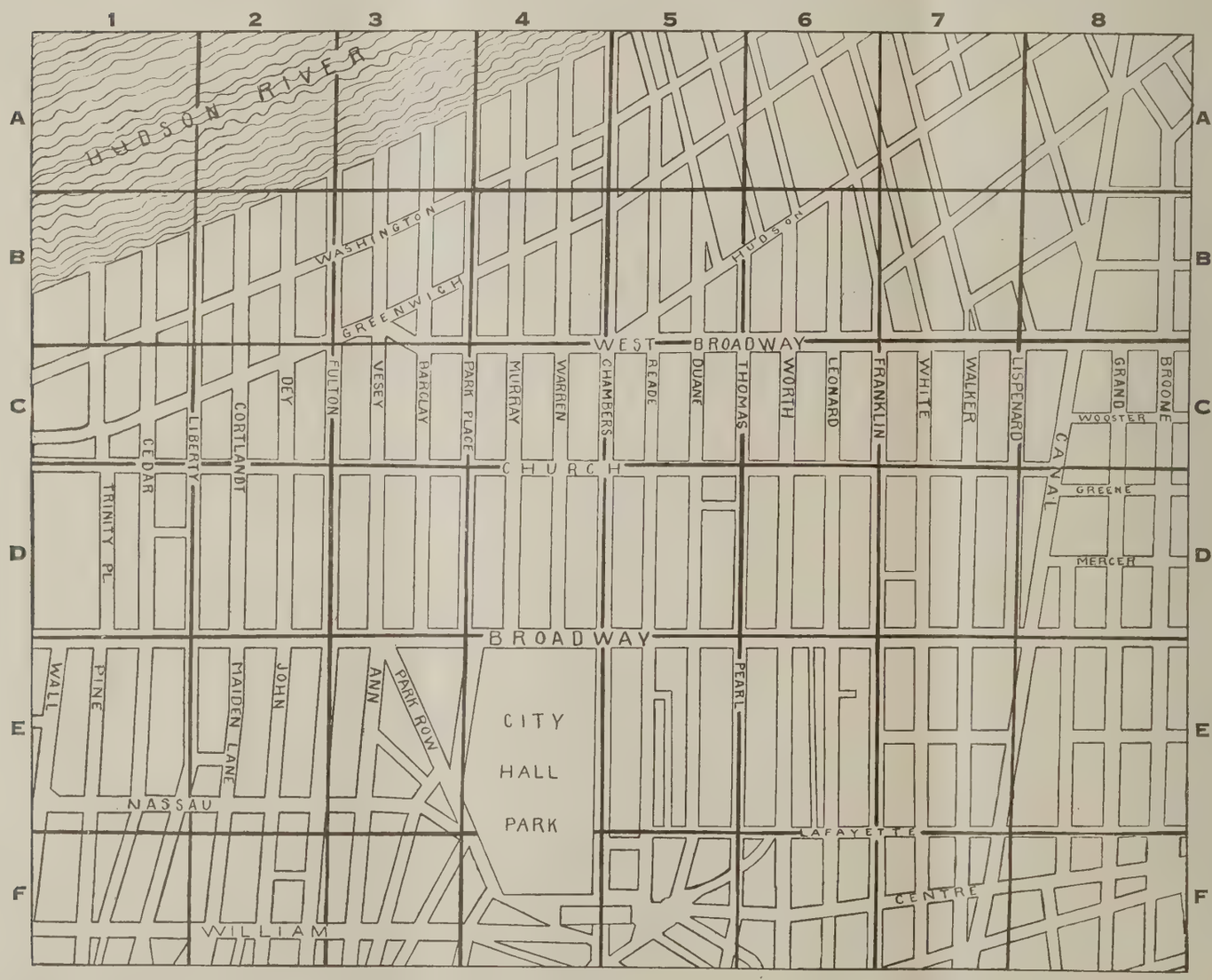
The American Federation of Labor says that organized labor in the United States had a record last year of higher wages, shorter hours and less unemployment than ever known. It was a record year, also, for higher prices. The cost of living never was greater. It was a record year for higher taxes and higher rents.

We may as well make up our minds that all of these things go together. You can't have higher wages and shorter hours with a lower cost of living and lower rents and taxes.

The big pay envelope and the full dinner pail and general prosperity for the working masses are always welcome; but let no one murmur if, as a result, the

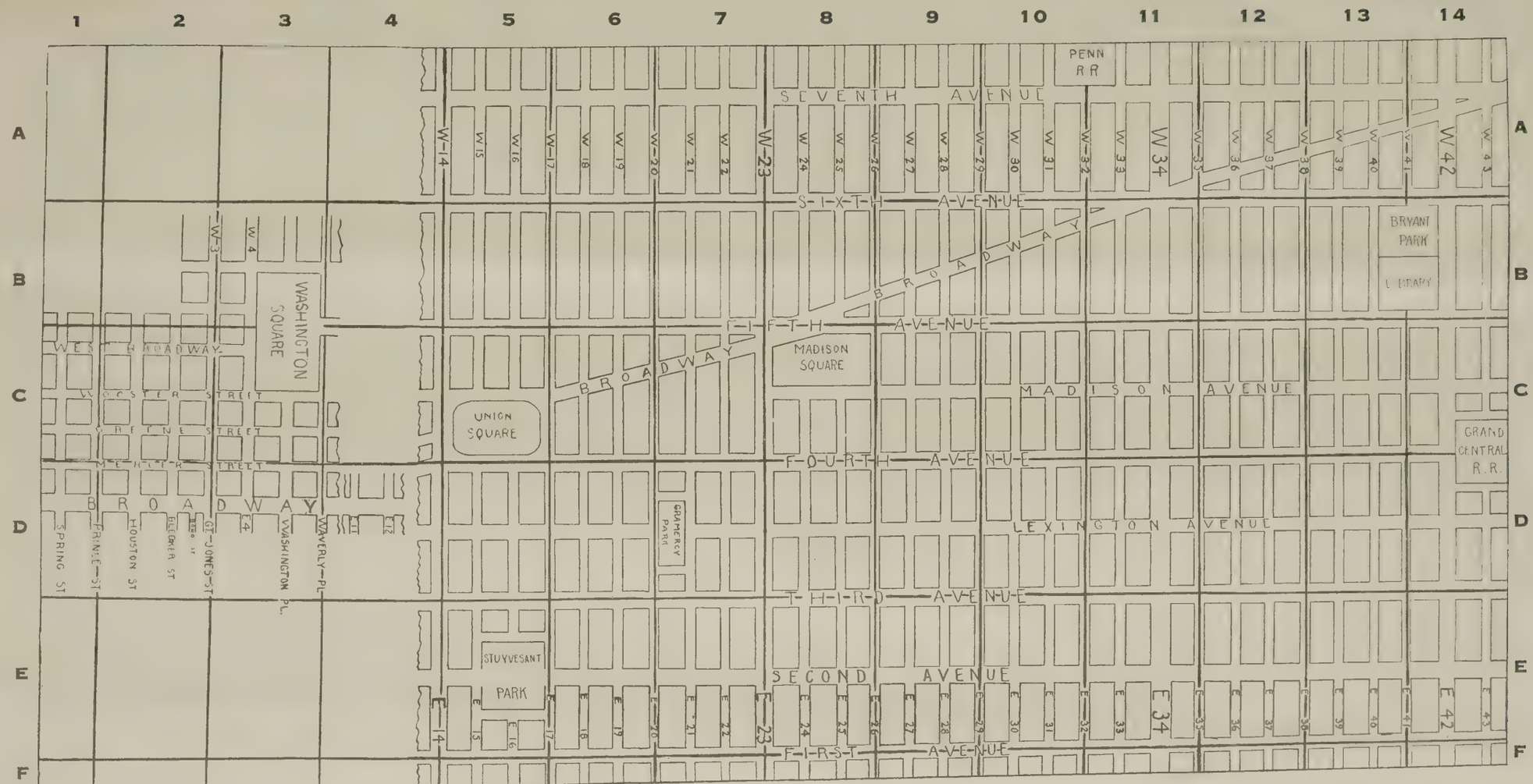
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cost of living is increased and the burden of the rent-payer and taxpayer made heavier.

Someone must always foot the bill. The high cost of working and the high cost of living go together.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

W R Amidon, c, G H Bowman & Co, Cleveland. Murray Hill.
J W Moorehouse, hf, May Co, Cleveland. 37 W 26th.
A Coons, t, Bon Ton Dept Store, Lebanon, Pa. Gregorian.
F L Sturtevant, hf, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.
I E Fronani, c, hf, Woodward & Lothrop, Washington. 334 Fourth ave.
A Dagleish, hf, Symons D G Co, Butte, Mon. 821 B'way.
Miss C J Robinson, c, g, Jordan-Marsh Co, Boston. 432 Fourth ave.
W B Stanton, hf, Stewart & Co, Baltimore. 18 W 35th.
O J Dietsche, t, W Hengerer Co, Boston. 18 W 35th.
S J Brooks, hf, c, Tepper Bros, Elmira. New Victoria.
C W Conant, hf, c, g, t, Porteous, Mitchell & Braun, Portland, Me. Hermitage.
R B Gable, hf, W F Gable & Co, Altoona, Pa. 200 Fifth ave.
L C Jelenk, c, Baltimore. York.
H A Stumpf, t, Siegrist & Fraley, Buffalo. Prince George.
R J Bour, hf, c, Kenny Bros Co, Canton, O. Herald sq.
Miss I Stephens, l, Marshall Field & Co, Chicago. 104 Worth.
E F Loge, c, g, hf, Miller & Rhoads, Richmond, Va. 432 Fourth ave.
J MacFarquhar, t, S Kahn, Sons & Co, Washington, D C. 215 Fourth ave.
S J Watts, c, hf, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

POSITION as traveling salesman by a man of character, ability and experience of years in cut glass and kindred lines with best houses of department stores, jewelry and jobbing trade throughout the Central and Northwest. Highest references given. Address W. F. C., this office.

WANTED—Position with manufacturer by high grade cut glass salesman thoroughly experienced in all details in the new light cutting proposition. Has already a large clientage in this line in New England, and is open for engagement for that territory. Address A 991, this office.

BUSINESS OPPORTUNITIES.

AGENT WANTED—First-class agent required to sell "Paragon China," manufactured by the Star China Co., Longton, England. Full line in tea, breakfast and dinner ware. High-class decorated china. Applicant must have previous knowledge and connection. Treated in confidence. References and full particulars at application.

MANUFACTURERS of blown or tank glassware, chinaware, or pottery desiring reliable active representation in St. Louis and surrounding territory, address SIDNEY N. SCHARFF, 803-04-05 Victoria Building, St. Louis, Mo.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA.	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of **9,000** BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 20, 1916.

THE CONDITION OF BUSINESS.

New York

Midsummer trade is better than expected, albeit the orders placed by visiting buyers have not been large as yet. Those coming by mail are the determining factors in the situation. Some of them are from memoranda taken as far back as May. In one case a good-sized order was confirmed which was placed more than two months ago. Now it is the third week in July, and yet the order stipulates "to be delivered by November 1." The buyer may get his goods, and he may not. Foreign houses usually require a much longer time, and he will have to take his chances.

Some very large mail orders have been received lately for English earthenware for spring delivery. It is very early for such orders to be placed, and argues that the shortage is being accentuated.

The domestic potters are still getting good business. It was generally supposed that there would be a falling off during July.

The glass men, too, are doing more than they expected. The export demand keeps up, and every once in a while some new concern appears in the market. By careful nursing this export trade can be expanded and held. There are many who wish they had heeded the suggestions made in these columns from time to time in years gone by. Had they done so they would be in a better position to handle that trade now.

Retail trade in the city has fallen off a little during the past week. From interior points, however, it is reported better than ordinarily at this time of year, and in consequence the call for goods from the manufacturers and wholesalers keeps up.

The cut glass men who have been exhibiting at the Imperial Hotel have had a wonderful business.

The prospects for the rest of the summer are that there will continue to be a demand for goods, and when the big rush of buyers comes in August the call will be greater than the supply. Everything all over the country makes for big business. Crops are good. They will not be record-breakers, but they are above the average. Money is pouring into the country at a wonderful rate. Orders for all kinds of merchandise are also coming in—which means more money later on. It is not for war supplies alone that orders are being placed. Our exports of merchandise other than munitions are increasing and will continue to increase. When the war is over the United States is going to rebuild Europe.

Pittsburgh and Vicinity

Trouble in obtaining sufficient small help, due to the stringent labor laws in various States, is having a rather serious effect upon production in many plants. Hot weather has also caused workers to slacken speed. Orders for all lines are generous, some manufacturers reporting from 25,000 to 100,000 barrels awaiting shipment. Blown ware is active at advancing prices. Blanks are in good demand. Portable lamps are in good request, and marked activity continues in lighting glassware. Few salesmen are on the road.

Mail business is reasonably heavy from all parts of the country.

East Liverpool and Vicinity

There is no end to the amount of business being received by the manufacturing potters of this district, but the scarcity of labor is causing more or less annoyance. It is hard to get sufficient workmen, and as a result the production is not as great as it might be. Manufacturers can guarantee workers steady employment where a willingness to remain on duty is evidenced. The demand for merchandise is as strong as ever, and the volume of new orders is reported heavier than shipments. The shortage of flat ware is marked.

BOSTON BUSINESS NOTES.

"WE are just beginning to feel the effects of the war," said one of the commission men. "Business is very brisk for this time of year, and it is largely because stocks have run out. Never in all my years in business have I seen it so easy to sell goods as now. Our factory is jammed with orders. All I can promise buyers is to send on their orders and have the factory do what it can."

M. A. Lovell, manager of the New England sample rooms of the United States Glass Co., is due back Saturday from Pittsburgh.

C.W. Conant, buyer for Porteous, Mitchell & Braun, Portland, was here the other day on his return from New York City.

James S. Dawes and J. Frank Hinckley are at their summer places at Cousins Island, Casco Bay.

H. L. McMullin has returned from a business trip through the larger cities and towns in Connecticut.

A. B. Hunt, who has stores at White River Junction, Vt., and Lebanon, N. H., reported business unusually good when he paid Boston a visit this week.

Jerome Jones, of the Jones, McDuffee & Stratton Co., who has been suffering with a cold, is considerably improved.

C. J. Robinson, Jordan-Marsh Co.'s china and glass buyer, is back from a business trip to New York.

Several hundred attended the seventh annual outing of the Mutual Aid Association, of the Shepard, Norwell Co., held at Lexington Park. The committee in charge comprised Frank Carroll, George Foss, John Mitchell, Fred Hancock, Miss Mary Mahoney, William Clothier, Miss Susie Baker and Mrs. Baxter.

F. L. Sturtevant, buyer for Forbes & Wallace, Springfield, has returned from New York.

The R. H. White Co. employees, numbering nearly 1900, went to Nantasket the other day for their summer outing, making the trip on the steamer Rose Standish, specially chartered.

Working forces are being disrupted in about every store and office in the trade these days. Vacations this season are causing more than the usual amount of inconvenience to the heads of departments and proprietors because of the fact that business is not falling off as in past summers.

FLYING BUTTERFLIES AND HUMMING BIRDS.

THE large number of specialties constantly being brought out by the Tajimi Co. justly entitles the concern to the name of the "Japanese Novelty House." Their latest achievements, flying butterflies and humming birds for flower bowls and other decorative purposes, are creating a real sensation. Attached to a long flexible wire, they sway to and fro as though flying, and when placed among flowers the effect is wonderfully



realistic. They offer a refreshing change from the familiar birds, etc., perched on the edge of bowls, and besides being a ready seller on their own account create a demand for flower receptacles to use in conjunction with them. The company's advertisement on another page of this issue tells of many other interesting lines to be seen at their salesroom.

AT CHICAGO.

CONSIDERING that this is the season when the public attention turns to vacations and ball games rather than new styles of pottery and glassware, business has been all that could be expected.

F. T. Renshaw, manager of the Chicago branch of the United States Glass Co., has returned from a brief vacation trip to Paw Paw Lake, Mich. B. H. Palmer, traveler out of the local office, is spending a few days at the plant of the company at Tiffin, O.

E. Michael Meder has taken on the line of the Ebenezer Cut Glass Co.

The annual picnic of the employees of Siegel, Cooper & Co. was held on Sunday at Riverview Park. The programme included a baseball game and other athletic contests, to the winners of which prizes were given.

The Boston Store has purchased the stock of Moeller & Co., department store on the North side, the latter retiring from business.

Tom Schollenberger will leave this week on an Eastern factory trip, to be gone a couple of weeks. He will visit some of the watering places along the Atlantic Coast, sharks or no sharks.

E. E. Ault, salesman for Earl Newton, has returned from his vacation in the wilds of the Far Northwest.

Kennigsburg Brothers, wholesale china and housefurnishihgs, West Twelftn street, plan to make additions and improvements with a view to getting more space. The firm's ambition is to have in stock everything which goes to outfit a home.

Edward Eertle, recently appointed buyer of housefurnishings for the Boston Store under John Ling, has arrived in the city and assumed his duties.

Frank Tinker, of the Cut Glass Products Co., has returned from a three weeks' fishing trip in the Northwest.

Walter B. Andrews, representing the Monongah Glass Co., returned at the end of last week from an extended fishing trip on Owen Lake at Cable, Wis.

O. W. Eckland, of the Central Cut Glass Co., is again at his office after completing a successful business trip in Middle Western territory.

O. C. Helm, of the Ira A. Jones Co., left this week with members of his family for Coldwater, Mich., to spend a fortnight's vacation.

James Allen, traveler for Walter G. Minnemeyer, is spending a few days in the city at the conclusion of a successful road trip.

John Jacklin, who is in charge of the crockery and glass department for Herz, Emery & Co., Des Moines, Ia., was a visitor in the city last week.

G. W. Milligan has returned from a motor trip spent at near-by lake resorts.

The business of Albert Pick & Co. showed a net gain of fifty per cent during the month of June, compared withthe same month last year.

WHILE AT THE FRONT.

AT the last meeting of the Western Glass and Pottery Association it was unanimously voted to waive all dues and assessments against those members who are at the front. Secretary Morris brought the question up, and ex-President M. G. Bryce expressed himself forcibly to the effect that the association could do no less than this for the men who gave up their business and risked their lives for the country.

COLLECTING OUT-OF-TOWN CHECKS.

TO facilitate the transfer of money from one part of the United States to another the Federal reserve banks have inaugurated a country-wide system for collecting bank checks. The new system is of importance to everyone who receives out-of-town checks or has out-of-town remittances to make. The reduced cost of check collections will be of general benefit. The actual and proper cost of transfer of money between points will be more equitably distributed; that is, some items formerly collected free will properly carry a small charge, while items on which heretofore somewhat excessive charges have been made will now bear a charge approximately equivalent to actual cost of collection. There will be less money tied up in the mails, and each community generally will probably benefit by the re-

tention in the local banks of funds which have hitherto been transferred to the larger cities as a necessary incident to the existing collection arrangements.

AT PITTSBURGH

NEW import lines are now being shown in the local sample rooms of Kinney & Levan by Watson W. Lang. Out-of town buyers are numerous, and their orders are far in excess of those in 1915. One of the features of the offerings this season is the special controlled lines from Japan. An elaborate line of exclusively-controlled American dinnerware patterns is also on display.

Cecil E. Taylor, with the Taylor Smith & Taylor line, has been showing at the Ft. Pitt Hotel.

Fred Classen has been at the Hotel Anderson with an extensive display of cut glass.

J. H. Daley, representing the Ohio, Pottery Co., Zanesville, registered at the Ft. Pitt last Friday.

Frank Milliken has returned from a business trip to the Buffalo Pottery Co.

Louis Reizenstein left this week for Philadelphia and New York, where he will show samples from the Elrose Decorating Co., which is now producing an exclusive line of gold and enameled decorations.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

A L Cummings, t, Bashford-Burmister Co, Prescott, Ariz. 116 West Forty-fourth.

C C Millington, t, Sanger Bros, Dallas, Tex. 19 East Twenty-fourth.

G W Carson, t, Daniels & Fisher Stores Co, Denver. 71 West Twenty-third.

R M Wright, c, g, hf, s, D H Holmes Co, New Orleans. 15 East Twenty-sixth.

J W Horne, t, Kaufman Dept Store, Pittsburgh. 1261 B'way.

E T Burch, hf, Hopkins Furniture Co, Richmond, Va. Herald sq.

F Kanders, hf, t, L Adler, Savannah. 354 Fourth ave.

H Wonderlich, t, J Samuels Bros, Providence, R I. 15 East Twenty-sixth.

J Lee Richards, c, Hale Bros, San Francisco. 50 Union sq.

H L Falk, hf, The Mode, Boise, Idaho. 334 Fourth ave.

R M Dean, t, R H White Co, Boston. 470 Fourth ave.

W B Shockley, c, g, t, hf, J B Ivey Co, Charlotte. C. Glendenning.

Miss J I Mann, g, Marshall Field & Co, Chicago. 104 Worth.

J W Waldorf, c, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

C H Bidleman, c, l, g, H B Graves, Rochester, N Y. Park ave.

F J Haifer, c, White House, San Francisco. 15 East Twenty-sixth.

J Orlebeck, c, t, hf, H C Prange Co, Sheboygan, Wis. 353 Fourth ave.

G Louis, t, Woodward & Lothrop, Washington. 334 Fourth ave.

C Besche, hf, Besche Bros, Baltimore. Grand.

HALT WORK ON NEW POTASH MINES.

THE Federal Council of Berlin has issued an order prohibiting the sinking of further shafts for the development of potash mines during the war. Work on all shafts begun since July, 1914, must be suspended. The ground taken is that labor is now too scarce to waste it upon such unnecessary work.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments month end'g June 27, '16	Corresponding period 1915	Exports Jan. 1st to June 27, '16	Corresponding period 1915
Boston..	712	258	2490	2576
New York	1451	894	6088	4566
Baltimore ..	371	1144	2003	4532
Philadelphia ..	39	161	364	1671
New Orleans	14	73	84	336
Newport News.	....	....	....	54
San Francisco.	100	102	381	797
Portland, Me..	10	15	484	1006
Galveston.	....	....	....	....
Portland, Ore..	....	47	16	55
Inland Points..	....	60	77	282
Total..	2697	2754	11987	15875

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g June 24, '16	Corresponding period 1915	Exports Jan. 1 to June 24, '16	Corresponding period 1915
New York ...	127	165	5591	4566
Boston	118	52	2145	2576
Philadelphia	....	65	359	1659
Baltimore	10	272	1803	4532
San Francisco	....	21	281	767
New Orleans	....	14	76	336
Portland, Me..	....	15	249	1006
Galveston ..	....	....	....	....
Newport News.	....	....	....	54
Portland, Ore	....	....	16	55
Inland Points	....	5	262	303
Total..	255	609	10782	15854

THE METROPOLITAN MARKET

THERE is nothing finer to be found on the market than C. Dorflinger & Sons' cut glass—genuine lead-potash, hand-made and hand-cut blanks. The designs also, leave nothing to be desired. There is not a commonplace pattern in their large and diversified line. The firm's reproductions of Venetian glassware have proved a great success, the rich colorings and quaint shapes being copied with a faithfulness that is remarkable.

Another home run is registered for the Brush-McCoy Pottery in their new line of bulb bowls, bird baths, flower blocks and birds. The colors and shapes of the bowls are exceedingly good. The birds are remarkably well molded in lifelike positions and may be had in a variety of colors. The assortment has already made a reputation for keeping the cashier busy wherever it has been shown. Cox & Lafferty are showing these in addition to an array of other interesting items from the concern.

C. J. Dela Croix's salesroom is overflowing with items of special interest for the buyer in the market for fall goods. From the H. Northwood Co. there is a varied showing of specialties, including a new pink rosebud pattern on a line of black glass which contains more than an ordinary number of unique and attractive articles. Another line that merits attention is the assortment of Tiffany finish glass, which is also made in a diversified list of salable pieces. The birds for decorating flower centers, etc., including the "dove of peace" in white marble effect, are good sellers. Prompt shipments can be made of all.

A shipment of samples that arrived this week at the showroom of Cox & Lafferty from the Imperial Glass Co. brings a brand-new line that is sure to find a hearty welcome. The glass is a new creation in iridescent effect and in different colorings known as Pearl White, Pearl Ruby and Pearl Green, from the fact that it has the sheen of mother-of-pearl. The rainbow colorings with golden tints shining through are very beautiful. Scarcely any two pieces are alike, giving the ware an added artistic value. There are vases and bouquet holders galore, together with flower centers, lily and bulb bowls, etc.

A timely addition to the Lancaster Glass Co.'s miniature animal family that should find an active demand during the political campaign is an elephant, on the side of whose body are the raised letters "G. O. P." Like its predecessors, it is excellently molded and made in frosted glass. Frederick Skelton has the line on display at his showroom.

The W. S. Pitcairn showrooms, which have been in the hands of carpenters and decorators for several weeks, are now in order once more. In addition to securing two extra rooms, he has rearranged the samples so as to afford more space and render the task of selecting much easier for the buyer. The color scheme is green and white throughout, and makes an ideal background for the ware.

The H. Kashins Co. announce that they have been appointed New York agents for the Mercer Glass Co., Trenton, N. J., manufacturers of light cut ware, whose line they will handle in addition to those of the Pioneer Cut Glass Co. and Stage Bros. The first shipment of samples from the factory is now on exhibit at the Kashins salesroom.

The New York office of Wm. Guerin & Co. has received additions to the new fall line, and is now making the most attractive display in its history. The exhibit includes service plates with gold incrustations and floral decorations of great beauty. Also open-stock dinnerware in many attractive patterns. Shipments are coming along with commendable regularity.

OBITUARY.

FRANK A. LEONARD, well known as a pottery salesman from coast to coast, died at his home in East Liverpool in his seventieth year. He was born in New York State, and in early life was engaged in the china and glass business at Bradford, Pa. For many years he was a salesman for the Harker Pottery, later for the Homer Laughlin China Co., and later still for the Thompson Pottery Co., from whose employ he retired January last. After spending some time at Cambride Springs, Pa., he arranged to travel West for the Cartwright plant, but relinquished the idea on account of ill health.

Leslie C. Pierson, president of the New Jersey China Pottery Co., died in Trenton, N. J., aged fifty-eight. He was an authority on court procedure and had been the head of the New Jersey Supreme Court Clerk's office.

RECENT CUSTOMS DECISION.

THE General Appraisers rendered a decision affecting certain imported lamp shades of bambo, colored, in favor of B. Altman & Co. Duty was taxed at 25 per cent ad valorem under paragraph 175 of the tariff act of 1913. The board found that duty should have been levied at 15 per cent ad valorem under paragraph 176.

BUSINESS BRIEFS.

H. E. Atwood is soon to open a five and ten cent store at Lewiston, Me.

* *

Fire destroyed the toy shop of Oscar Martin, Milwaukee, July 14. Loss $4,000.

* *

Liberty Doll Co., 15 East Fourth street, has filed schedules showing liabilities $21,972 and assets $6,521.

* *

John F. Singleton, cut glass manufacturer, Somerville, Mass., is in bankruptcy. Liabilities, $7,737.26; assets, $433.06.

* *

E. Rush Duer has been appointed receiver for Wahle-Phillips Co., electric and gas light fixtures, 101 Park avenue, with leave to continue business to August 7.

* *

Hayti imported from the United States in 1915 69 doz. glass dishes, 167 doz. lamps, 776 doz. chimneys, 766 doz. globes, 144 doz. lanterns, 3,145 doz. tumblers, 121 doz. chandeliers, 48 doz. butter dishes, 250 pairs decanters.

* *

A fire occurred in the assay department of the Solvay Process Co., Syracuse, N. Y., last week which resulted in the loss of several thousand dollars' worth of soda ash.

* *

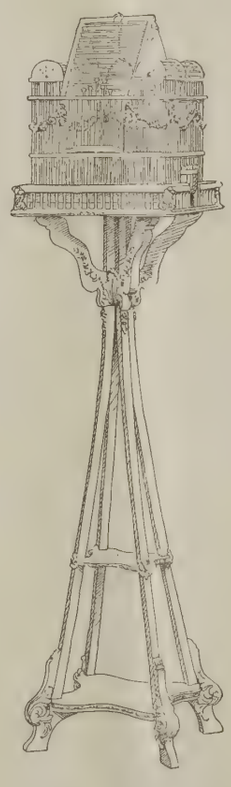
Dr. Eben Moore Flagg, consul at Paraguay, is now here seeking trade connections to supply that country with all kinds of merchandise. He may be addressed care of the Consulate at Boston, Mass.

GLASS MEN MEET AT ATLANTIC CITY.

THE annual meeting of the American Flint and Lime Glass Association will be held at the St. Charles Hotel, Atlantic City, N. J., on Monday next. It is expected that there will be plenty to do, and that the meeting will be largely attended. One of its duties will be the appointment of a committee to confer with the workmen.

CUT GLASS MANUFACTURERS ALSO.

The Association of Cut Glass Manufacturers will meet at the St. Charles on Wednesday next, July 26. The meeting was changed from New York to Atlantic City because so many glass men would be in attendance at the meeting of the Flint and Lime Glass Assosociation.



BIRD CAGE AND STAND, BY THE BASKET NOVELTY CO.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

In order to increase production the Higbee Glass Co., Bridgeville, this week started working eight and a half hours per day, and doing away with night work. On account of the labor laws it has been hard to get sufficient help to work with the night crews This trouble does not exist with the day shifts. The night crews work one less turn than the day shifts, and when both crews work all day one shop is gained on a week's production.

"A year ago I could have bought all the etched band flint tumblers I wanted for thirty-five cents a dozen," said a large buyer this week. "The open market price to-day is seventy-three cents, and the goods are hard to get even at this figure. This price is net, no matter whether one or a hundred barrels are ordered."

Mr. Lilliston, of the Chicago office of the United States Glass Co., accompanied by his bride, visited the home office of the company en route home from a wedding trip to Old Point Comfort. Mr. Burns and Mr. Hemple, of the Philadelphia office, were also here a few days ago, and H. H. Phillips, salesmanager for Factory "U" at Gas City, Ind., stopped for a few days en route to the East. Myrick Bryce and Ralph Haley, of the city sales force, are now motoring through York State. W. I. Campbell is spending his vacation at his summer home in the Squirrel Hill district.

The United States Glass Co. is putting on the market a strikingly beautiful line of ware in colored glass. After extensive experiments they have succeeded in almost exactly duplicating the colors made by the old Venetian glass makers. These colors so closely simulate the colors of the jewels that they are designating them as "Amethyst," "Topaz" and "Sapphire" The line comprises nearly fifty items, consisting of bowls, comports, vases, flower-holders, salad and berry sets, candlesticks, ices, sherbets, etc , and they are making additions as fast as the molds can be completed. The shapes are all plain and along classic lines. A number of the items are molded directly after the old Jacobean and Early English glass as preserved in the Metropolitan and British museums. This company's business is expanding so rapidly along fancy and higher priced lines that they find it necessary to open another department in order to handle this class of ware to the best advantage and with the least delay and inconvenience to customers. This department will be designated as Factory "C" and will handle colored glassware exclusively. There is bound to be an enormous demand for this line for fall and holiday trade.

At a regular meeting of the Board of Directors of the Western Glass and Pottery Association, held a few days ago, four death claims were ordered paid immediately, and six applications for membership were favorably acted upon. President Robert G. West predicts that over a hundred new members will have been added to the roll before the end of the year.

Those glass factories which make a specialty of export business report decided activity in the demand. England, Canada, Australia and several South American countries are now ordering largely.

A charter has been issued to the Condon Glass Co., of Toledo, O., with a nominal capital stock of $5,000. James J. Condon is at the head of the concern.

John La Salle, a well known glass and pottery decorator of this city, has applied for a patent for decorating glass which, while claimed to be simple, produces results unlike anything so far seen. The first pieces will be shown the trade about September.

The Fairmont (W. Va.) Art Glass plant, manufacturing novelty articles, was totally destroyed by fire July 12. The loss is said to be $50,000. No insurance.

Following conferences with the Clarksburg (W. Va.) Board of Trade, M. J. Owens, president of the Owens Bottle Machine Co., Toledo, O., announces the erection of a million-dollar plant and box factory adjoining the

company's present plant at Clarksburg. Over 350 people will be employed in the new plant and fifty in the box factory. Construction will start as early as possible.

William P. Clarke, of Toledo, O., was elected president of the American Flint Glass Workers' Union in convention at Tiffin, O. T. W. Rowe, retiring from the presidency after serving sixteen years, was given a $1,200 diamond ring by the members. New Bedford, Mass., was selected as the convention city in 1917.

The Hazel-Atlas Glass Co., which purchased the old plant of the Columbia Tile Co. at Grafton, W. Va., started the factory this week with 200 men.

MAKING THE SALES LETTER PULL.

THE sales letter is now in quite common use among retailers, and as an advertising medium has met with varying degrees of success. However, it is reasonably safe to assume that comparatively few dealers are realizing maximum results, chiefly because of their inability to produce letters that get "under the skin."

Letter writing, though quite an art, is by no means beyond the man of average intelligence who is willing to learn and not afraid to tackle the task in earnest.

A letter to be effective must carry a message of interest to the prospective customer and present it in a readable manner. The very first sentence must be one that arrests attention and entices the recipient to a close perusal of the text which follows.

You, as a business man, receive all kinds of letters from manufacturers and jobbers—good, bad and indifferent. Some you read, while others are consigned to the waste-basket before you have finished the first paragraph. What's the reason? Those you read are usually the work of a letter writer who knows his business. In some subtle manner he strikes your vulnerable spot. He talks about something which particularly concerns you, then skilfully leads you on until the first thing you know you are learning all about the quality of his line and carefully absorbing the reasons why you should handle same.

Right here is a good place to begin the study of letter writing. When you find a letter that so takes hold of you that you voluntarily reach for order blanks set that letter aside and at first opportunity go over it carefully. Note the method of approach—see just what there is about the phraseology that so magnetizes you. Analyze the whole thing thoroughly, carefully weighing the effect of each sentence.

When you have done this you have gained some pointers on letter writing that will be invaluable to you in your own mail soliciting. You cannot, of course, use the same appeal to the consumer that is used on you as a dealer, but the knowledge you have gained will, in a general way, be applicable to your specific needs.

In constructing letters to the consumer bear in mind that ordinarily he is not interested in the fact that you have just received a big shipment of some sort of merchandise, and he doesn't usually go wild over your announcement that you sell a complete line of certain goods, or that your products are the best that can be bought in town. Claims of this kind, no matter how strong, are invariably ineffective, because they lack interest and tangibility.

Suppose you choose fountain pens as a line to push by mail. How can you start your letter to be sure of gaining an immediate grip on the interest of the reader?

Just for an instant let us forget your part in the affair. Think only of the man who has use for a fountain pen. From his viewpoint the most interesting thing about this article is its writing properties. He wants a pen that works smoothly, feeds properly—in short, that lightens the task of letter writing, as well as making possible quicker and better work. Here's a good way to start:

"Writing with a pen that scratches, sticks and splatters ink is certainly most aggravating. It makes writing hard work, spoils the appearance and strength of your letter and sours your disposition. Life's too short to use such a pen—isn't it?"

Everyone receiving this letter who happens to be using an unsatisfactory pen—and the number is sure to be large—cannot but be impressed by the above paragraph, and he is sure to be interested in the solution which you have to offer him. Now that you have his interest you can safely begin to show him how the possession of one of your pens will result advantageously to him by eliminating his writing troubles.

If you were launching a letter campaign to sell manicure sets a starting of this kind ought to prove effective:

"Needless to say, you're anxious to make a favorable impression everywhere you go, realizing that, both in a business and social way, you're being constantly 'sized up'—measured—estimated.

"And don't think that the little things are overlooked—in fact, they're oftentimes vital essentials in influencing opinion.

"The appearance of one's hands is always important—here is shown the sign of polish or the lack of it. The well-manicured hand is the earmark of culture and refinement. This being true, you certainly cannot afford to neglect this part of your toilet."

In these paragraphs the reader's interest is aroused in a subject that would at first seem dull and prosaic. By means of the human interest appeal he is led in smooth, easy stages to a careful reading of your arguments as to why he should own one of your manicure sets.

In the building of sales-compelling letters it is not ordinarily good policy to start right off telling the consumer about the product you have for sale. Let him come to this only after he has been brought to realize his need of such commodity—the inconvenience of being without it. In this way he will subconsciously fully absorb the selling talk presented.

When convinced that your introduction will sufficiently command the reader's interest to induce a reading of your entire letter, then start in giving the specific points of merit of your product in a forceful and convincing manner. Make your statements brief and to the point. Deliver your message in the fewest possible words consistent with making your meaning clear. Be sure that every statement you make is a necessary part of your story. If it isn't, it's waste material. And any needless text which gets into your letter increases the possibility of tiring the reader and causing him to lay it aside unfinished. And don't make too extravagant claims, or your appeal may convey an air of insincerity.

Don't be afraid to revise and rewrite your original draft. You are not going to produce something the first time that cannot be improved on. But do not cut and slash indiscriminately. You do this at the risk of destroying the vitality and "pull' of your copy. Remember, the first thoughts are frequently the best ones, and while they often need some rounding off and smoothing down, be careful not to cut the heart out of them.

Letter writing is hard work. A sales-getting letter cannot be produced in an hour. You must think it out carefully before starting. Study it over for a week or so during your spare time. Many brilliant ideas will come to you from time to time—ideas you would never get when attempting to dash off your copy hurriedly.

A rough outline of the points to be covered is of wonderful assistance. Get these in logical order before starting to write, as it will save you time, labor and annoyance when it comes to revision.

After the first typewritten copy is gotten out and revised, have a clean copy made and put it away, out of sight, for at least two or three days. This gives it a chance to "dry out," so to speak, and when you go at it again you will be better fitted to judge its merit than at the time of writing, when your mind is so enthused with the thoughts you are trying to present.

Some of the biggest business institutions of the country have used the sales letter as a means of trade-building. The merit of the plan cannot be questioned, although it requires much painstaking effort. However, intelligent application to the task never fails to show ample rewards in the way of increased sales and profits.—F. L. Edman, in "Jewelers' Circular-Weekly."

THE BABY'S GAME.

YEARS ago, when kiddies were really considered as "something in between," "something cute and little," but not deserving of much public mention, however much family praise, we fed them out of the smaller dishes in the family cupboard.

To-day we recognize each baby as an individual with individual rights. Consequently, he must have his own trays, bowls, mugs, and the many other articles that we have come to know babies ought to have. If he is not fascinated into eating the things that are good for him it is not our fault, for he must eat to discover all the queer folks reproduced in colors on his various dishes. It is funnier to eat mushy foods when little kewpies keep on bobbing up through the milk, and little kittens lurk at the bottom of the bowl for the baby who finds them by eating what covers them up.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending July 18, 1916.

LIVERPOOL

4	packages	earthenware	H L Tiffin
24	"	"	Masse & Co
21	"	"	Maddock & Miller
10	"	"	J Davison
87	"	"	W S Pitcairn
2	"	"	Davis, Collamore & Co
1	"	chinaware	Dreicer & Co
1	"	"	T S Todd & Co
9	"	"	W H Plummer & Co

LONDON

2	packages	earthenware	American Shipping Co

GENOA

8	packages	chinaware	H Creange
1	"	earthenware	L Buch
12	"	marbles	L D Bloch & Co
5	"	"	O O Friedlaender
29	"	"	Overton & Co
2	"	glassware	O O Friedlaender

HAVRE

199	packages	chinaware	Haviland & Co
58	"	"	Herman C Kupper
62	"	"	L Bernardaud & Co
17	"	"	L Straus & Sons
14	"	"	L E Bohm
16	"	"	Justin Tharaud
3	"	"	American Express Co
14	"	"	Vogt & Dose
274	"	"	Theodore Haviland & Co
13	"	"	J J Hines
7	"	"	L Rouquart
18	"	"	Haviland & Abbot Co
3	"	"	J Wanamaker
29	"	"	Wm Guerin & Co
4	"	earthenware	Geo Borgfeldt & Co
2	"	glassware	Rowland & Marsellus Co
3	"	toys	Geo Borgfeldt & Co

BORDEAUX

4	packages	chinaware	Duveen Bros
29	"	"	J H Venon
1	"	"	L D Neurick
30	"	"	Wm Guerin & Co
11	"	"	Alpers & Mott
5	"	"	W A Maurer
12	"	glassware	E Fougera

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

59	packages	earthenware	Jones, McDuffee & Stratton Co
101	"	"	Webb Mfg. Co
43	"	"	American Express Co
33	"	"	Mitchell, Woodbury Co
13	"	"	Rowland & Marsellus
2	"	"	Shreve, Crump & Low Co
2	"	"	Charles R Lynde
1	"	"	Graham & Streeter
1	"	"	J Koopman

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 20, 1916.

BUILD A CHINA PLANT INSTEAD.

IT is reported in New York that a movement is on foot to organize a new earthenware pottery company on a large scale. What foundation there is for the rumor we do not know. If it should prove correct the organizers are taking a big risk.

It is true that the demand for American crockery is just now greater than the supply, and, war or no war, there will be a shortage of dinnerware for at least two years. But what after the two years? By that time, supposing there is no longer a war in Europe, foreign goods will be back in this market.

Allowing for the natural increase in trade and the new export demand, the kiln capacity of this country is equal to the probable need for at least five years. A new plant with modern appliances and a high-grade product would of course get some business, but it would be at the expense of the potteries already in existence. The present great demand is largely due to the shortage of foreign china. When the war is over this will be coming in again and the call for earthenware will be less urgent.

There is plenty of room here for a china plant, however. Only one concern in this country makes a soft biscuit china like the French and Austrian wares. Such a pottery is sure to be built, sooner or later, and if there is any money seeking investment in the business the sooner it is put into a china plant the better. We are making a good china of its kind now, but it is not like the soft paste chinas of Europe, and it would seem that the present time affords an opportunity to begin on the better grade. There is much to learn in establishing works of this kind, but those who begin now will achieve a reputation from the start, and profit will follow in short order.

With our natural resources, wealth and enterprise it is strange that a project of this kind has not been inaugurated long ago.

PERSONAL.

A CHANGE in the management of the china, lamp and housefurnishing departments of the Wm. Hengerer Co., Buffalo, was made this week when I. Feldman, formerly buyer for the basement department at the John Wanamaker store, and previous to that of the J. B. Greenhut Co. staff of buyers, assumed the buyership. Mr. Feldman is a thoroughly capable man and has a host of friends in the trade who extend their congratulations on his new appointment. He left on Wednesday night for Buffalo and at once entered upon his duties.

J. C. Fisher, traveling salesman for A. Gredelue, reported at headquarters on Monday after a fortnight's absence from business enjoying himself on short trips to nearby resorts.

In a letter received at the office of J. H. Venon this week, Leon Vallee, who is with the 71st Infantry on the Mexican border, says he is becoming an expert at digging trenches, road-building, house-wrecking, clearing fields, etc., and by the time he returns will be able to qualify for a job in the street-cleaning department or digging subways.

Frederick Taylor, with Hugh C. Edmiston, has joined the shark hunters at Asbury Park for the next two weeks.

Edward Butler will throw the worries of business to the winds on Saturday when he blows a farewell blast from the whistle of his yacht "Nandi" and steams away with Mrs. Butler and his son for a two weeks' cruise along the Sound.

"Eddie" Hammond says it's not all velvet, this being the idol of the tennis courts, especially when the distinction is thrust upon one all at once. Up to last Sunday morning tennis and "Eddie" were strangers; but being called into a game at Atlantic Highlands through the absence of one of the regular players he grabbed a racket and put it all over one champion

after another. Monday morning the "Atlantic Highlands Gabber" was ablaze with large headlines about Mr. Hammond's skill. But the readers didn't know that the hero of the story was at that very moment limping along the streets of New York looking for the nearest osteopath. Eddie confesses that in order to retain his popularity he thought it best to remain in town for a few days' recuperation before returning to the Highlands.

⚜

John Nixon left on Wednesday night for Pictou, Ontario, Canada, to join his family on their annual vacation. En route to and from Picton he will call on some of the trade in the principal Canadian cities.

⚜

C. E. Cardon is developing the muscles of his arms at his uncle's farm in New Jesey in preparation for the strenuous use he anticipates putting them to in writing out orders this fall for J. H. Venon.

⚜

Louis Reizenstein arrived in the city on Monday for a week's stay.

⚜

Percy Pownall, who travels Western Pennsylvania, Ohio and West Virginia for the Fostoria Glass Co., was in New York this week calling on John Nixon.

⚜

Max Hirsch, New York representative for the Buffalo Mfg. Co., thought the bell had tolled farewell on his earthly career when bathing off Bensonhurst last Sunday. He was suddenly grabbed by the leg and pulled under, wildly crying "Sharks! Sharks!" After being dragged ashore by some of the bathers and assured that he was still all there, he discovered that the "shark" was one of his neighbors, an expert diver. What's bothering Max now is how he can get even.

⚜

R. J. Wylie, of C. J. Dela Croix's traveling staff, left last Saturday to make the rounds of the New England trade.

⚜

Kennard L. Wedgwood left last Saturday, accompanied by Mrs. Wedgwood, for a month's sojourn at Long Lake, in the Adirondacks. Geo. H. Service, who has been vacationing at White Lake, N. Y., returned on Monday to assume charge of the office during Mr. Wedgwood's absence.

⚜

R. J. Thornton, Chicago representative of B. F. Drakenfeld & Co., is in the city conferring with the firm.

⚜

Wilbur C. Pomeroy returned on Monday with as fine a coat of tan as has been seen this summer and feeling as fit as a fiddle after spending two weeks at Stony Brook, L. I. He will have plenty to keep him occupied during the next four weeks, having to keep an eye on the management of the Horace C. Gray Co. during Mr. Gray's absence, as well as looking after his regular duties.

⚜

Geo. R. Meyercord, printer of decalcomanias at Chicago, is in New York this week.

⚜

Louis Hinman, manager for Theodore Haviland & Co., together with Mrs. Hinman, leave August 1 for a month's sojourn at Kennebunk Beach, Me. He proposes to keep in good golf form while away, and expects to return in September in the prize-winning class.

⚜

Frank R. Martin, head of "Martin's," Detroit, is registered at the Claridge.

⚜

Wm. M. Warrin is stirring business up along the Hudson River this week, taking in all the principal stops from Albany down.

⚜

Joe Bruen, of the Royal Art Glass Co., shook the dust of New York from his shoes last Friduy, and with his famiiy is enjoying himself at Lake George for two weeks.

⚜

J. Foggo Dixon, picture and picture frame dealer at Natchez, Miss., who is putting in crockery, glass and bric-brac, was here for a few days this week, but left for home on Wednesday night. He asks that catalogues and price lists be sent him.

⚜

W. T. Hedges, sales-manager "Pyrex" department of the Corning Glass Co., was in New York for a short time this week. It was his first visit here since he became associated with the concern.

⚜

Wm. J. Hague's desk in the salesroom of Geo. F. Bassett & Co. will be deserted for the next two weeks while he is rusticating at Harvard, N. Y.

⚜

W. L. Orme, superintendent of the Cambridge Glass Co.'s Byesville plant, visited the New York office the first half of the week to consult with D. King Irwin.

⚜

Victor M. Benedikt is trying to forget all about the trials and tribulations of the domestic dinnerware salesman this week and next in the care-free atmosphere of the Pocono Mountains.

⚜

E. A. Gillinder, head of Gillinder & Sons, Tacony, Pa., paid a visit to the New York office on Tuesday of

last week. As usual, his stay was brief. Business is humming at the factory, and this, together with building a big addition to the plant, requires his constant attention.

H. H. Philips, the new commercial manager of the United States Glass Co.'s Factory U, Gas City, Ind., paid a visit to the New York office the first half of this week to talk matters over with Manager Craig.

Reuben Haley, head designer for the United States Glass Co., Pittsburgh, left on Wednesday for home after spending several days here.

THE ENGLISH BLACK LIST.

ON Tuesday of this week the English Government issued a decree prohibiting persons domiciled in the United Kingdom doing business with certain firms and individuals in this country, charging the latter with having assisted Great Britain's enemy by loans, propaganda or with regard to contraband, as being possible agents "for enemy firms resident in enemy territory," and as having abused cable facilities by the employment of secret codes in a "particular interest."

Among the eighty-seven names published is that of H. C. Kupper, the well-known importer of French china. Mr. Kupper is much annoyed at what he is sure is a mistake. He deals only in French china. Before the war he had a German factory, but at once gave it up, and has had no dealings nor correspondence with Germany or any German firm since January, 1915. He is a Swiss, as were his father, mother, grandfather and grandmother, and does not know any reason why he should be blacklisted, as he has had absolutely no connection in any shape or manner with the Central Powers.

Roessler & Hasslacher are also on the list They say they are not concerned about the matter, as their German business ceased more than a year ago, and will look to the Department of State for redress if occasion requires.

TO THOSE WHO LABORED.

THE following, from the pen of J. Duncan Dithridge, president of the Salesmen's Association, explains itself:

GENTLEMEN: It was my intention to write a personal letter to each individual whose name appears on the list of those who brought in new members to the Pottery, Glass and Brass Salesmen's Association in the new membership campaign just closed. Upon reflection, however, I saw that this would, to a degree, fail of its purpose, because I have a lurking suspicion that there were many who solicited and secured new members, turning the applications over to their favorites on the various teams to sign and get credit for. In consequence of this their names do not appear on that list.

For this reason I am addressing this open letter, and wish to make this expression of my fullest appreciation to all of you who secured new members directly or indirectly.

Your work was worthy of you and is deserving of high praise. It was altogether a fine instance of what earnest endeavor and co-operation will accomplish. I shall always recall with pleasure and gratification the enthusiasm and eagerness with which you carried on the campaign, and I wish to congratulate you and thank you, not only for myself, but in behalf of our Association as well, for your loyal support.

Having started the year so successfully, let us continue our drive for new members until the new mark of 1,500 is reached and passed, thereby developing possibilities for our Association of which we scarcely dared to even dream. Sincerely and fraternally yours,

J. DUNCAN DITHRIDGE, President.

THIS IS THE ERA OF PUBLICITY.

OF all the important industries, which one is growing most rapidly? The answer is, automobiles. Of all important and unimportant industries, which one spends the greatest sum of money for advertising? Automobiles.

This is not a matter of chance or luck, says a writer in "The Glassworker." Automobile makers advertise their product more liberally than the manufacturers of any other articles of general commerce. They have deliberately gone out to increase their sales by the only methods possible. They have spent money liberally and wisely, and they are now reaping a vast harvest from the carefully-sown seed of printer's ink.

The prime necessity for every business that hopes to survive and prosper is to sell more and more goods. Printer's ink is the largest-salaried salesman any business can have; but in virtually every case, as proved by thousands of tests, it is the one which brings home the biggest orders.

Nothing but the trade of a crook thrives best in secrecy. It is not possible for the man who has something good to sell to get too much publicity. Letting the great crowd of buyers know about it—that is the function of newspaper advertising. Hence it is only logical that the automobile trade expands faster than any other, since it has the good sense to adopt the methods necessary to bring about the profitable result.

Judicious expenditures of cash for publicity purposes create a demand for autos; and by the same token an outlay along similar lines will bring good results for the man who tries to land customers in the glass industry, whether he be in the supply, equipment or producing end of the business.

Now, then, are you one of those who believe in old-time methods, or are you in the automobile class? Have you adopted twentieth-century methods, or are you one of those still wedded to the stone-age theory of developing new business?

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Assuming that the smaller buyers who send in reasonably large orders want their merchandise as quickly as possible, several manufacturing potters have been returning these orders with the statement that they cannot be shipped until some time during the fall season. To the surprise of the manufacturers, the orders are in many instances being returned with the request "Ship as soon as you can." The small buyer has evidently begun to realize than in order to protect himself he must leave his order on file and await the pleasure of the manufacturer in making shipment. The rush to get goods through later in the year will undoubtedly be the greatest ever experienced.

* *

The inability to secure sufficient workers in the shops is proving a serious handicap with some manufacturers.

* *

A. P. McPherson, after four years' service with the Knowles, Taylor & Knowles Pottery Co. as Pacific Coast representative, has severed his connection with that concern. Joseph Davis, now covering the Middle West, will continue to the Coast, and other salesmen will make Coast trips at intervals.

* *

A number of merchandise men and managers of department stores have been visiting the district of late to ascertain why their orders are slow in being forwarded. After surveying the situation they have agreed that the pottery manufacturers have not been sleeping upon a bed of roses this season.

* *

Lee Richards, with the Hale stores, San Francisco. spent a brief season here last week.

*

Mr. Stackpole, merchandise manager for the J. B. Greenhut Co., New York, was one of last week's visitors here.

* *

The Cartwright Bros. Co. is showing ten new border and sprig decorations on its "Reliance" shape. Since this shape was placed on the market early in the year the company has arranged an assortment of twenty-five decorations, the majority of which are border effects.

* *

The demand for plain shapes this year is far more extensive than that for the fancy or festooned kinds.

* *

Work has been started on two of the four new decorating kilns to be buiit by the Knowles, Taylor & Knowles Pottery Co.

* *

The Jackson China Co., which recently took over the former plant of the Falls Creek (Pa.) Pottery Co., has placed an order here for the construction of an additional kiln, to be erected immediately.

* *

On account of the scarcity of white ware, many orders are being shipped short of items, although effort is being made to forward shipments as complete as possible. It has been impossible for the manufacturers, under existing conditions, to keep their stocks up to the point where they should be.

* *

Manufacturers catering to the scheme trade say that the demand for this class of merchandise is the heaviest ever experienced. Many new customers have come into the market, and their requirements have been quite heavy.

* *

Illustratiug the crying need for greater production, the sales manager of a local pottery showed the writer his unfilled order file. Some of the sheets contained only one line; but that line called for from one to two hundred dinner sets; others in a few lines called for thousands of dozens of this or that item. And the total, compressed into as small a space as possible by means of a copying press, made a pile five and a half inches high by actual measurement.

* *

One local pottery has just resumed operations after an idleness of ten days on account of labor difficulties. The trouble was among the kilnmen, who objected to

help out the firm when crews were short by working after four o'clock in the afternoon. After a three-hour conference with the officials of the kilnmen's union the trouble was adjusted and the plant resumed work.

* *

Mold runners and batter-outs struck at the National China Co., Salinevllle, O., when their demand for an increase of 25 cents per day was refused. The clay shops were tied up as a result. After several conferences between the jiggermen and the boys the strike was declared off. The jiggermen granted their request, and the clay shops resumed operations Wednesday morning.

* *

It is reported that the Cartwright Bros. Co. have made a proposition to build a plant at Morgantown, W. Va., provided the town will finance the project.

* *

A meeting of stoneware manufacturers is scheduled to be held within the next few days for a general discussion on trade issues. Prices of stoneware are constantly advancing, and all plants manufacturing these lines are crowded with business.

THEIR MONEY'S WORTH.

THE Proctor circuit of theatres, devoted to vaudeville of the highest type, feature photoplays or combinations of both offered at extremely low prices, is the largest in the world controlled by one man. In every city in which a Proctor playhouse is located that theatre is patronized more extensively than any other, because the people always get their money's worth—a clean, well-managed and properly-ventilated theatre and an entertainment absolutely proper, catering to all classes and especially inviting to the women and children.

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You are requested to come and
inspect



THE ANIMALS = MODELED = BY = Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

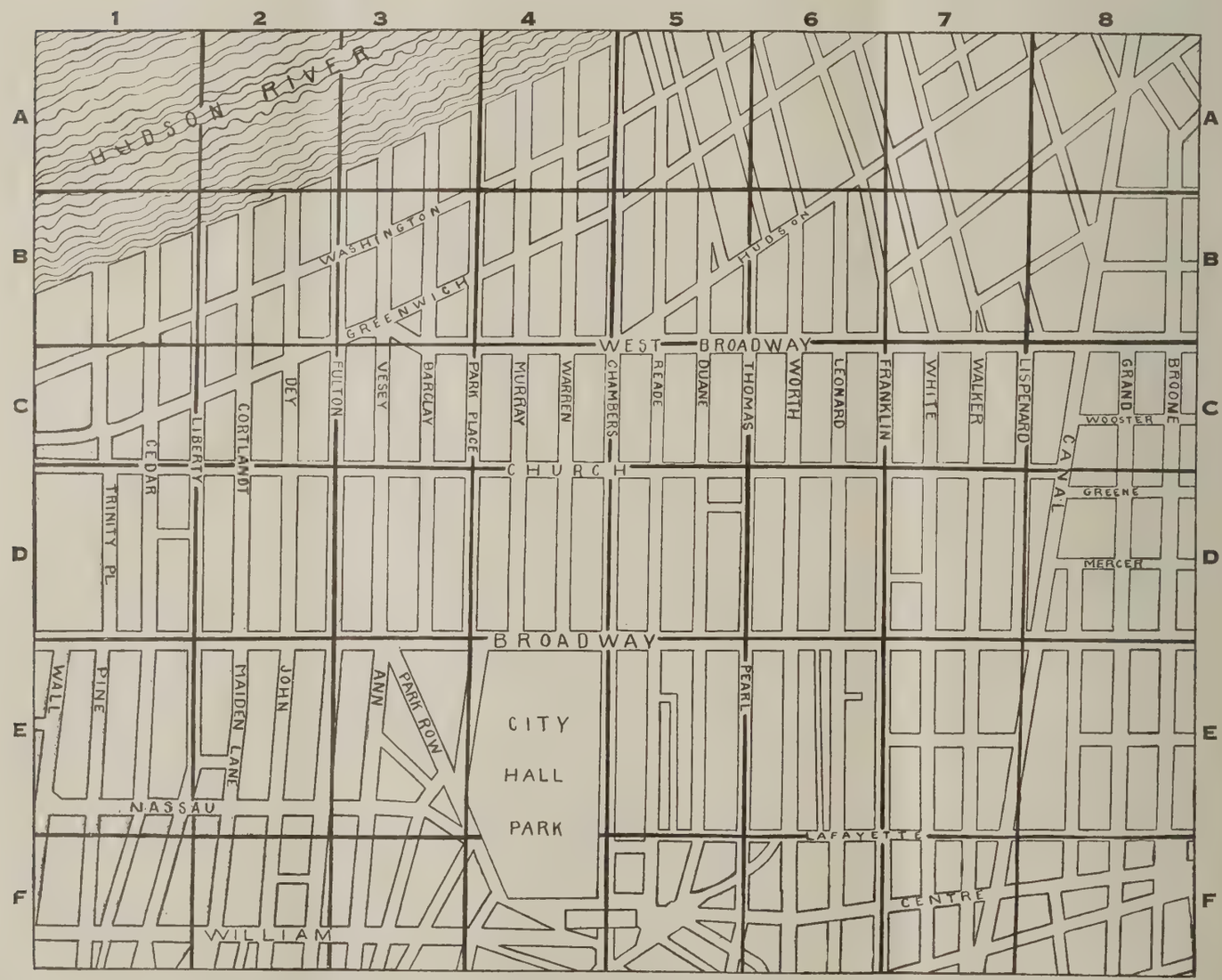
Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

REORGANIZATION OF GLASS SPOON CONCERN.

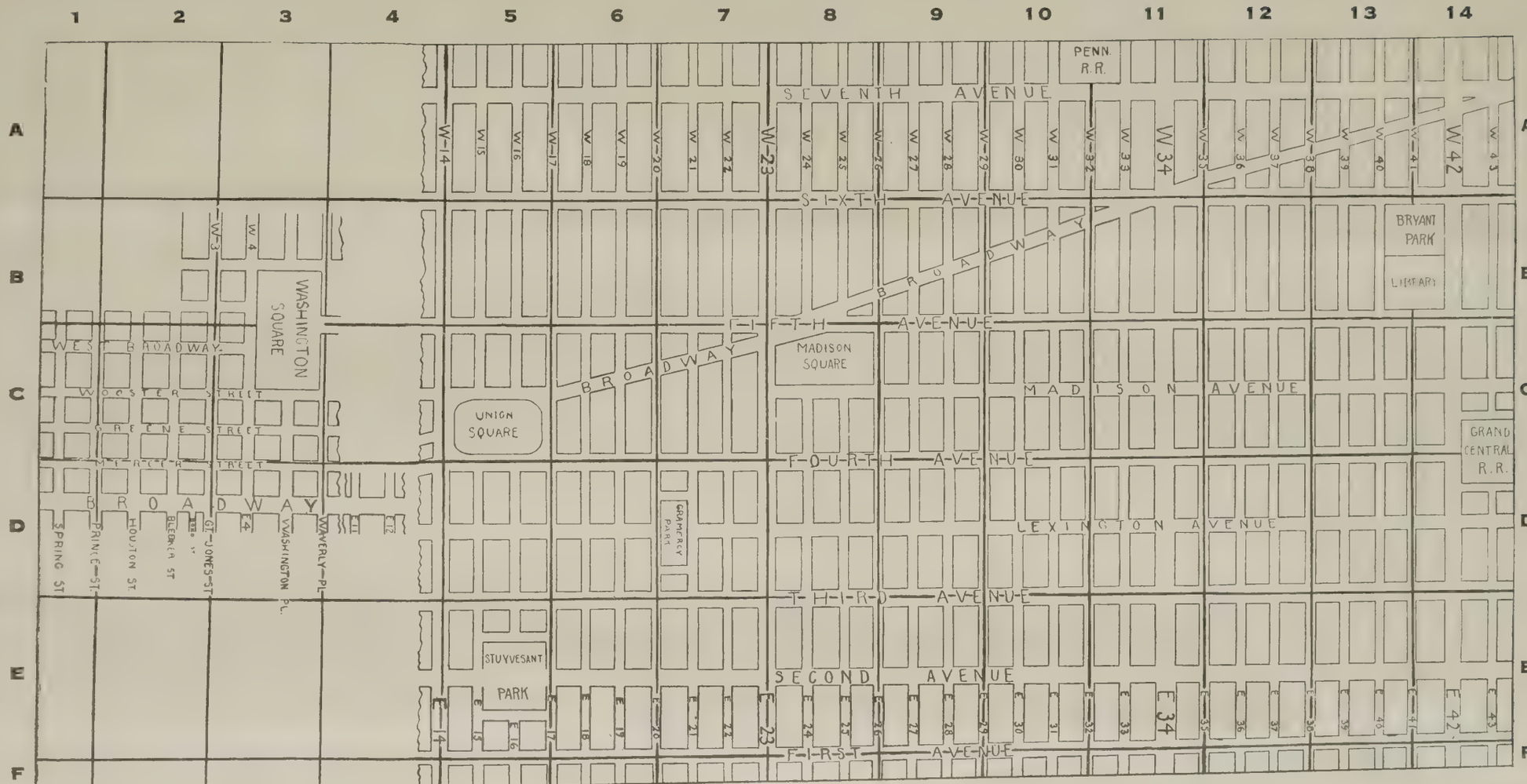
THE phenomenal growth of the L. & B. Novelty Co., known as the "Spoon House of America," made the reorganization of the concern which has just taken place necessary in order to be able to handle the tremendous and rapid increase in business. Julius Hirsch, general manager, to whose enterprise and ability the business is responsible for its great success, has associated himself with Harry Malgood, a gentleman of wide experience as salesmanager with some of the largest concerns in this country and Europe. Together they have secured the controlling interest in the L. & B. Novelty Co. and have formed the Hirsch-Malgood Co., Inc., which will conduct the business on a more extensive scale than ever before. The first step in this direction was the leasing of large quarters at 152 Bleecker street, where they will have 3,000 square feet of floor space to use as factory, showroom and office. The factory is being equipped with every latest device known, and, it is said, will be one of the finest in the country for this class of work. Mr. Hirsch will continue as general manager of the newly-formed company, while Mr. Malgood will have charge of the sales end of the business. They expect to be established in their new quarters by the end of this week.

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"GET THEE BEHIND ME, SATAN!"

ANY man who is reminded of a drink will want one, Secretary Daniels believes. That's why there are to be no more cut glass wine services in the United States Navy.

Resolved not to subject his officers to temptation, Mr. Daniels has ordered off the ships all cut glass except olive dishes and similar receptacles. Some of the vessels have been directed to send their services to the New York Navy Yard, where they will be sold at auction.

The folks at home who contributed good dollars to buy punch bowls and decanters for the battleship bearing the name of their State may now buy them back at twenty per cent of their cost.

Should the pickle dishes prove to be suggestive they will also have to go.

WOMEN AS BUYERS.

IN a long article on the increased number of women buyers in all kinds of trade, the New York "Times" has this to say, among other things: Women as purchasers are a different proposition from men, inasmuch as they demand the very pink of courtesy and attention, and will not put up with those easy-going ways which characterized the old-fashioned dealer. They expect clean, bright stores, the very latest novelties, and are "sharks" on bargains, though, contrary to the usual belief, they buy, in the long run, on quality, or at least goods that give satisfaction. They are rather argumentative, though they object to being answered back, and have to be handled with gloves, since, being sensitive creatures, they are apt to "fly the coop." Most of all, however, with them shopping is a matter of personality, and those dealers who get their liking because of courteous, fair treatment are the most sure of retaining their trade.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half nch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

POSITION as traveling salesman by a man of character, ability and experience of years in cut glass and kindred lines with best houses of department stores, jewelry and jobbing trade throughout the Central and Northwest. Highest references given. Address W. F. C., this office.

BUSINESS OPPORTUNITIES.

AGENT WANTED—First-class agent required to sell "Paragon China," manufactured by the Star China Co., Longton, England. Full line in tea, breakfast and dinner ware. High-class decorated china. Applicant must have previous knowledge and connection. Treated in confidence. References and full particulars at application.

MANUFACTURERS of blown or tank glassware, chinaware, or pottery desiring reliable active representation in St. Louis and surrounding territory, address SIDNEY N. SCHARFF, 803-04-05 Victoria Building, St. Louis, Mo.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA.	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, JULY 27, 1916.

ATLANTIC CITY GLASS CONVENTIONS.

The City by the Sea Seethes with Interest for the Glass Industry. Large Attendance by Members of the Various Organizations.

THE fortieth annual convention of the American Association of Flint and Lime Glass Manufacturers began its sessions on Monday morning at ten o'clock. Delegates began to arrive on Saturday and Sunday, and by Monday there was the largest assemblage that has taken place in Atlantic City in years. About forty were present at the preliminary meeting held at the Marlborough-Blenheim. This gathering was rather informal, and nothing definite was accomplished, the meeting being held to formulate suggestions as to what should be brought up at the regular session to follow. The discussion lasted about two hours, and the members then adjourned for luncheon at the St. Charles Hotel. The interim gave the delegates time for a dip in the ocean, and many were glad to avail themselves of the opportunity, for it was a hot day.

At one o'clock the members began to gather at the St. Charles, and at 1:30 fifty-nine manufacturers and their guests sat down to an excellent lunch. Owing to some misunderstanding it was served in the main dining room, and this interfered with the programme. It was intended to have some speeches, but the presence of the other hotel guests rendered the scheme impracticable.

At a little before three o'clock the members repaired to a large room on the ground floor, where the convention was called to order by President Gleason. He said he was much disappointed that the social feature of the meeting had been spoiled. The scope of the business part was limited, and he liked to make as much as possible of the social end. If the gentlemen who had prepared speeches would save them till next year he would promise them a hearing, as different arrangements would be made.

Secretary Kunzler then called the roll, and the following responded:

Beaver Glass Co., represented by Henry C. Fry and J. Howard Fry.
Cambridge Glass Co., Arthur J. Bennett.
Canton Glass Co., Leo Nussbaum.
Central Glass Works, John Yaeger.
Consolidated Lamp and Glass Co., James M. Lewis.
Duncan & Miller Glass Co., Andrew Miller and J. C. Rent
Fenton Art Glass Co , J. W. Fenton.
Fostoria Glass Co., Calvin B. Roe.
H C. Fry Glass Co , H. C. Fry and J. H. Fry.
Gill Bros. Co , J Bieswanger and J. H. Strong.
Gleason-Tiebout Co., M. W. Gleason.
Hazel-Atlas Glass Co , C. W. McClure.
Indiana Glass Co., Frank W. Merry.
Jefferson Glass Co., C. H. Blumenauer and Harry A. Schnelbach.
Macbeth-Evans Co., Thos. Evans and Howard B. Evans.
Monongah Glass Co., Harry L. Heintzelman.
McKee Glass Co., A. J. Smith.
Phoenix Glass Co., E. P. Ebberts, J. C. Wier and Thos. McCreary.
Pittsburgh Lamp, Brass and Glass Co., J. S. Doughitt.
Ripley & Co., D. A. Ripley.
United States Glass Co., M. G. Bryce, James Challinor, Reuben Haley and G. W. Dougherty.
Williamsburgh Flint Glass Co., E. J. S. Van Houten,
Athens Glass Co., J. M. Wood.
Bartlett, Collins Co., I. Collins.
Imperial Glass Co., Victor G. Wicke.

D. C. Jenkins Glass Co., Howard C. Jenkins.
Lancaster Glass Co., L. P. Martin.
New Martinsville Glass Co., Jules Baum.
Wellington Glass Co., J. Davies.
Westmoreland Specialty Co., Geo. R. West.
Northwood Glass Co., Harry Northwood.
Rodefer Glass Co., H. C. Rodefer.

After the minutes of the last meeting had been read and approved the business of electing officers was begun, and a committee consisting of J. M. Lewis, E. J. S. Van Houten and John Yaeger was appointed to select candidates. Before they retired Mr. Gleason asked them not to consider his name. He felt that there should be a younger man. He appreciated the honor that had been given him, but he thought it would be wise to have someone else.

While the committee was out Mr. Gleason spoke of the quarterly meetings that had been held, and how beneficial they were. He attributed much of the success of the Pittsburgh meeting to Marion G. Bryce, and the Wheeling gathering to Mr. Taylor.

The Treasurer's report, the report of the Crockery Board of Trade of New York, and that of the Classification Committee, were read and approved. The latter could only report progress.

The committee on resolutions on the death of Geo. A. Macbeth reported as follows:

"It is our sad duty to record the death of Geo. A Macbeth, a well-known and highly esteemed member, long one of our foremost manufacturers, a man whose genius and energy gave impetus in glass making, who led the way in scientific work, and whose success and attainments may well mark the goal for other manufacturers. It is our desire to give expression of sorrow in the minutes of the Association and extend our sympathy to his family and friends in their great loss."

The resolution was approved, ordered spread on the minutes, and engrossed and sent to the family.

At this point the nominating committee reported as follows:

For president, M. W. Gleason.
First vice-president, N. Kopp.
Second vice-president, W. G. Bryce.
Treasurer, E. P. Ebberts.
Secretary, John Kunzler.

Messrs. Gleason, Kopp and Bryce, together with W. F. Dorflinger and W. A. B. Dalzell, to constitute the board of directors.

In accepting the office of president Mr. Gleason said he meant what he said when he requested that his name should not be considered. Besides thinking that a younger man would be preferable, he said his election was against the best interests of the Association. He was located so far away that he thought a Pittsburgh man would be better. But, just as he was sincere in declining a re-election, he felt that he must accept the nomination as sincere on the part of the members, and therefore he would continue to do the best he could.

A somewhat lengthy and spirited debate took place when the question of "terms" was brought up. It was finally resolved that the Association reaffirm the terms now in force, viz., 30 days net, one per cent off 15 days, the resolution being carried with but one dissenting vote.

THE annual convention of the National Glass Distributers' Association was held Tuesday and Wednesday at the Hotel Traymore, and on the afternoon of the first day's session J. G. Kaufman, of the "Glassworker," spoke as follows:

The other day my mail contained a letter from Secretary Fernley inviting me to come here to-day and speak on the subject, "How can trade papers best cooperate in the efforts made by manufacturers and distributers to elevate the standards of conducting the glass business?"

I at once registered a mental vow that nothing should induce me to expose myself to disaster by accepting that invitation. At home that night I looked at Mr. Fernley's letter again. Then I fell asleep and had a dream.

Do you believe in dreams? Do you think that they ever come true? I dreamed that the morning had come and I was entering my office, where heaps of important mail were awaiting my attention, including letters from all parts of this and foreign lands—letters of inquiry about this and that phase of business, comments on recent articles which the writers declared had proved of great help to them in the operation of their business, articles written by chemists, scientists, and leaders of men who had taken that means of passing along their knowledge to the reading public.

I carried these communications and gave them to the men in charge of the various departments of the paper. I had a splendid editorial staff, all hard at work. One preparing a general review of factory conditions for the week, tabulating news concerning every glass plant in the country, worked up for him by a large staff of reporters and correspondents. Another was up to his eyes in a highly technical discussion of a recent invention, and advocating its introduction. A third was carefully working out a weighty financial resume of the banking and general business situation of the country. Near him was the export sharp, a former college professor who had at his tongue's end a dozen or more languages, and who was intimately acquainted with the national characteristics and business methods of many foreign nations. His articles on what to avoid and what to cultivate in foreign business intercourse had proved to be one of the most valuable departments of the paper. There was also a writer on economics whose views on the relations of labor and capital were admittedly the ultimate word.

To my ears came the clatter and roar of the composing and press rooms, and I dreamed my way through them and delighted my amazed eyes by glancing through the thick magazine into which my weekly paper had developed. Between its covers were masterly articles covering all branches of the glass industry. There were scientific treatises and discussions; the latest inventions in any way related to making glass were to be found fully illustrated and elaborated; the latest ideas on the really efficient plant, factory, workshop, or office.

What amazed me most, perhaps, was the tremendous amount of advertising which all concerns connected with the trade seemed to be carring on. The people in the glass industry evidently believed in advertising and regarded it as much of a necessity to them as their factory buildings.

Space and time are annihilated in dreamland; so I was not surprised when I found myself observing the arrival of my paper at its various destinations.

The manufacturer scanned its pages for the market review and to check up the factory operations and

general output. In many instances he took pleasure in seeing, under his own name, a valuable contribution on some matter of interest which chanced at that time to be under discussion in the columns of the paper. He also read the opinions of other men in his line of business, and made notes of valuable suggestions thus obtained.

I saw managers reading the paper and noted how carefully they observed the lucidly-explained inventions of machinery or developments of progress.

I saw the worried look on the face of the operative give place to an expression of confidence when he read the frank and full report of the latest conference between employers and employees and the easy way in which differences were amicably adjusted.

I saw the paper in brokers' offices where it was regarded as an indispensable adjunct and kept constantly to hand for reference on any business question, containing as it did tables of encyclopedic information as to market conditions and quotations on the latest prices of every commodity entering in the most remote degree the glass industry.

I saw all that, and laughed aloud with pleasure—laughed and awoke to find myself sitting in my room with Mr. Fernley's letter lying on my knee

It was nothing but a dream; but I cannot get it out of my head, for, to my mind, it typified co-operation in its most splendid completeness.

Seriously speaking, gentlemen, to co-operate means to operate with one another or with others; to concur in action, effort or effect. To have co operation in order that we may reach a given end there must be perfect accord as well as a perfect plan with the details so outlined that each will do his part faithfully and conscientiously. There can be no unjust division as to responsibility of labor, but rather a binding together of all the forces in order that from this unity there may arise a perfect project when an enterprise is finally consummated.

The very nature of the enterprise involved in the publication of a trade paper demands co-operation between the men who make the paper and the men who control the industries.

Success can only come to such a publication when it is founded on the perfect standard of the industries. There can be no departure from the straight and narrow way for the sake of temporary betterment. Rather must the publisher seek out at the beginning the best that he can find and add to it from year to year things which the best men in the industry enunciate and put into practice, generally build up for the industries such standards as will be accepted as real basic principles to which men must subscribe and carry out if they would have an honorable place among their fellows.

To do otherwise would mean financial ruin for the publisher. He must have the moral and monetary support of men in the trade, and unless he can show in every issue of his publication that his labors are for the ultimate good of the cause he will fall short of the standard he has set, and which, from long familiarity with his paper, his readers have come to expect and demand.

But he cannot do this without the co-operation of the entire trade, and in the glass business that means distributers and manufacturers as well as workers, for in a sense their interests are identical, and the interests of the publisher are identical with all.

This is not a one-man job. He can go into the newspaper market and easily buy, if he has the money, trained men to prepare the news of the glass trade and present it in an entertaining and readable form, truthful and interesting as to facts, adding such trimmings as the writer may wish to use in adorning his tale.

But there are other considerations of much more importance. A question arises in the Far West which is of importance also in the Far East. It is essential that all the facts be known by both sections before final conclusions can be reached. The trade paper covers every angle of news; prints all the contending sides have to say; and finally so presents all the facts that nothing is hidden and the trade has a thorough understanding of the issues involved.

That is, the trade paper would do these things if the men in the trade would co-operate with the publisher. They know his columns are open to them at any time; that they have the opportunity to tell their troubles to the trade, or to differ from the stand some other fellow has taken in some given matter of trade interest to both. They know that they have the privilege of bringing forward any questtion of trade importance with the assurance that their views will be given the same consideration as the publisher will give the views of every other man.

But how many hesitate to put pen to paper to tell their real thoughts, even when they know that in telling they will do a service to themselves, their associates, and the paper? How many who fail to realize that the mighty weapon of publicity is right at their hand and never reach forward to grasp it? How many who timidly go through their business life, reading their trade paper, paying for it regularly, never once contributing of their knowledge through its columns to the success and advancement of the industry to which their business lives are committed? A very great many, as you all well know.

I have long cherished this idea of co-operation. Several times I have thought that my idea might be realized. I have continually invited all persons interested to use the paper as a medium of exchanging ideas that might improve the trade, and I here and now most earnestly repeat that the columns of my paper are always open to the discussion of any important matter concerning the trade or any portion of it. Now, gentlemen, don't be too modest; but in the future let your light shine. Let us have your most earnest co-operation along the lines which I have indicated, and see if at the end of the year you do not agree that the trade has been greatly benefitted.

THE semi-annual meeting of the Cut Glass Association took place at the St. Charles Hotel on Wednesday with President H. D. Carey in the chair. On roll call the following responded:

H. D. Carey, Laurel Cut Glass Co.
J. E. Marsden, Liberty Cut Glass Co.
J. Howard Fry, H. C. Fry Cut Glass Co.
Thos. P. Strittmater, Quaker City Cut Glass Co.
Chas. McMullen, Wellington Cut Glass Co.
Thos. Mortensen, Tuthill Cut Glass Co.
H. Pruemers, Wayne Cut Glass Co.
Thos. Skinner, W. S. Skinner & Co.
A. Murphy, Keystone Cut Glass Co.
Victor Brisbois, Becker & Brisbois.
J. H. Herrfeld, Pavilion Cut Glass Co.
Wm. Cochrane, Empire Cut Glass Co.,
Thos. Shotton.

In his opening address Mr. Carey said that since the last meeting many changes had taken place. Prices of everything had advanced until manufacturers were paying from 25 to 100 per cent more for materials. Even common labor had demanded and obtained an increase, and from all appearances there would be further raises. Blank manufacturers had not only raised prices, but had made terms more onerous. He spoke at length about pressed lime blanks and their effect on the trade; also the injurious competition that

had prevailed. He hoped the manufacturers were too intelligent to persist in such a course.

After the Treasurer's report was read the president called on the Publicity Committee for a report. The chairman of that committee was not present, but Mr. Fry, a member, said that so far nothing had been done.

Mr. Bennett, of the "Jewelers' Circular," in a somewhat lengthy talk outlined a plan by which the merits of real cut glass might be brought to the attention of women. It would take money, and would require competent writers.

A long discussion followed, which resulted in increasing the Publicity Committee from three to seven. The committee as now constituted consists of Messrs. Dorflinger, Taylor, Fry, Strittmater, Shotton, Marsden and Brisbois.

Further discussion was had on the question, What is cut glass? but there was no decision as to where the line should be drawn.

Attention was called to the so-called Barclay bill, now before Congress, and it was resolved that the bill be endorsed by the Association and each manufacturer urged to write to his Congressman and urge its passage. The Barclay bill aims to prevent misrepresentation of any article. For example, to advertise or sell a piece of pressed ware as cut glass would be a felony, and the offender would be liable to fine or imprisonment, or both.

On the question of terms, it was resolved that dating from August 1 these should be 60 days net, 1 per cent off 15 days, with no datings or extensions, and that barrels should be charged at 60c.

THE CONDITION OF BUSINESS.

New York

Less activity is noticed in the trade this week than at any time so far this year. This is not strange. Really the strange thing is that buying has kept up as long as it has. But the lull will not be for long. It is expected that the influx of buyers will grow now from week to week. How much they will order is one thing. How much they will get is another. The factories on both sides of the water are filled up with demands—the retail stores both here and abroad are almost bare of goods. Ergo, buyers will want crockery and glassware beyond what they have already bespoken. No German china is in sight, and the possible output of English and French potteries is only from forty to fifty per cent of the expected demand. There is neither German nor Belgian glass visible, and not more than thirty per cent of the French product can be counted on. Of American crockery there will not be enough to go around, though the potteries work to the limit of their capacity. They are not fully manned, nor have they been all the year, and are running from ten to twenty per cent below what they could produce if there were enough workers. The domestic glass factories, although working full capacity, will be behind on orders for months to come. With such conditions the buyers will have difficulty in securing all they need. Their best policy lies in placing orders at the earliest possible moment.

No one need worry about business next fall. There will be plenty of it. The worry will be, as it has been for months back, how to get goods. One proof that there will be a good demand is the unusual retail trade all through July. People do not usually buy crockery and glass in midsummer. Many who tried to do so this year were not thoroughly satisfied, and will try again in October, hoping that the supply will be greater by that time.

Not much retail business is looked for in August. The vacation season opened late this year. Fewer people migrated to mountain and seashore in July than last year, or many years before. But they will go in August, and during that and the following month little activity is expected. By October trade will be humming again.

East Liverpool and Vicinity

While orders are plentiful, labor conditions are such that capacity production in potteries is an impossibility. But an improvement is looked for shortly. Buyers continne to visit the district in the hope of hurrying their orders on file, and at the same time are placing new business where they think a possibility exists to get merchandise quickly.

Pittsburgh and Vicinity

All factories are running full tilt. From extreme Southern points exceptionally heavy business is being received. The demand for high class lines is active, especially in cut glass. Jelly tumblers are now having their inning, and large orders are reported. New lines of fancy glassware are wanted, some buyers ordering full lines of all now being shown.

W. S. PITCAIRN INCORPORATES.

UNDER the style of The W. S. Pitcairn Corporation this well-known importer of English crockery and china has incorporated with a capital stock of $100,000 and an additional bond issue of $100,000. The officers are: Wm. S. Pitcairn, president; Joseph Hurd, vice-president; Wm. Q. Wilcox, secretary and treasurer. The other stockholders are Gilbert L. Pitcairn, Ed. C. Ledger and Chas. H. Hennings. Outside of the Pitcairns the others are all members of the staff and are well and favorably known to the trade.

THE METROPOLITAN MARKET

A REALLY remarkable showing of porch pottery, wicker-covered flower holders, jardinieres, cornucopias and other Japanese merchandise appropriate for porch and garden use and decoration is that made by Morimura Bros. The display is replete with unusual items, among which are bamboo and lacquered bird cages, now so popular, in a wide price range and a diversified variety of styles and designs to suit every want. Immediate delivery from stock can be made in all the lines.

The growth of the W. S. Ensign Corporation, manufacturers and dealers in glassware and hotel supplies, has compelled the concern to seek larger quarters, and the announcement is made this week that they have leased the six-story building at No. 5 East nineteenth street, formerly occupied by Lord & Taylor, where they will have a great incrsase in space as well as better all-around facilities for handling their business. The concern will move as soon as alterations are completed, which they expect will be about September 15.

The dinnerware service maintained in Ahrenfeldt china by Herman C. Kupper is finding appreciation among dealers every day. This season's showing of designs is one of the most attractive that could be imagined, and is noteworthy for the larger number of unique effects in decorative treatments. The most popular are carried in a complete line in New York for ready shipment.

The United States Glass Co.'s new art line in colored glass contains many odd shapes in comports and vases, whipped-cream bowls, flower centers, claret bowls, frappe bowls, candlesticks, and other attractive items.

Another importation of Venetian glassware just added to the interesting display at the Koscherak Bros.' salesroom brings out some distinctive ideas that give the line an additional attraction by way of variation. One of the new things is an assortment in ivory glass with turquoise decorations. Another is black glass with ivory decoration. Then there is a line in green, comprising dainty cologne bottles, puff boxes, etc. Worthy of inspection also is the collection of fruit—bunches of grapes, oranges, apples and berries marvelous in coloring and execution.

Two new designs in cut glass at the handsome new showroom of the J. D. Bergen Co. are of just the character that the discriminating retail customer demands. One, called the "Mars," introduces a new-style flower as well as an exclusive kind of mitre cutting. The flower is deeply engraved, with parts of the petals cut and polished, giving it an illuminated effect that is beautiful. The other is all floral and is known as the "Ivy," employing a large vine and flower to excellent advantage.

The past week saw the arrival of a new line of samples at the salesroom of Kennard L. Wedgwood, among which is a desk set in embossed queensware, consisting of a complete equipment, even to blotter corners. It may be had either plain or in colors. A line of octagon dessert sets has charming delicately-colored bands and floral centers in various treatments. There are also odd conceptions in salad sets, flower bowls, etc., as well as a wide assortment of tasteful designs in service plates.

The most strikingly original cut glass design seen in some time has just been brought out by the Pioneer Cut Glass Co., Carbondale, Pa., and is being displayed by the H. Kashins Co. The pattern is so new that it has not yet been given a name, the manufacturers finding it difficult to find one suitably suggestive of its originality and beauty. The design consists of long oval panels or medallions with a dainty polished vine and butterfly on a rich matt background, the panels alternating with a cleverly-arranged mitre cutting. Only pure potash-lead blanks are used, and the execution and

finish are beyond criticism. Thus far the pattern is on a jug, tumblers and vase, but it will be turned out shortly in a complete assortment.

BUSINESS BRIEFS.

The National Pottery Co., Newark, has been incorporated with a capital of $10,000.

The Wright Rich Cut Glass Co., Anderson, Ind., has filed preliminary certificate of dissolution.

F. Newlin Price, dealer in porcelains and antiques, has leased the store at 24 East Forty-ninth street.

The Joseph Roth Mfg. Co., dolls and toys, 59 East Eleventh street this city have filed a petition in bankruptcy with liabilties $8,561, assets $941.

The U. S. Toy Co. of Chicago has been incorporaated with a capital of $5,000. Directors: Thomas J. McKeown, J. B. O'Connel and M. A. Noe.

The Public Stores Corporation of the Bronx has been incorporated with a capital of $10,000 to do five, ten, twenty-five and fifty cent business at 2,490 Tiebout avenue, Fordham. Incorporators: A. S. Wright, H. L. Reinhold and J. P. Bertram.

RATES ON GLASS FRUIT JARS.

A DECISION looking to an increase in the rates on glass fruit jars and jelly glasses in carloads from Muncie, Ind., Wheeling, W. Va., and Washington, Pa., to Pacific Coast terminals and certain intermediate points was entered by the Interstate Commerce Commission last week.

This case arose through the complaint of A. H. Kerr & Co. and others of Sand Springs, Okla. Prior to November 15, 1914, the rate on these commodities from the Eastern producing points to the Pacific teriminals was 85 cents, and from Sand Springs 75 cents. On that date the rate from Sand Springs was increased to 85 cents, and on June 10, 1915, the roads reduced the rate from the Eastern producing points to 75 cents. The Commission held that the rate now applicable from Sand Springs has not been shown to be unreasonable, although the Commission held that the basis of rates is prejudicial against Sand Springs.

Commissioner Hall, writing the decision, stated:

"The record does not disclose that the former differential of 10 cents would be unreasonable. No order will be entered at the present time, but defendants will be expected to readjust their rates in accordance with the views here expressed within sixty days from the service of this report, failing which the matter may again be brought to our attention for appropriate action."

FRENCH POTTERIES MAKE MUNITIONS.

AS stated in our last issue, the steamship Lafayette, on which Lee Schoenthal, buyer for Gimbel Bros., was a passenger, collided with another vessel shortly after leaving Bordeaux, and had to put back for repairs. During the eight days she was laid up Mr. Schoenthal took the opportunity to visit some of the potteries in Southern France, where he found that the female help installed to take the place of the men called away are proving so capable as to cause considerable uneasiness among the males for their jobs in the future, and adds the interesting information that some of the factories are being utilized for the making of gas bombs. Shaped like a large goose-egg, and of unglazed earthenware a quarter of an inch thick, they completely disintegrate when they strike. Crucibles for use in making shells are also produced.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending July 25, 1916.

LIVERPOOL

4	packages earthenware	G Collamore & Co
4	" "	Maddock & Miller
1	" "	Lazarus & Rosenfeld
12	" "	G F Bassett & Co
5	" "	Davis, Collamore & Co
18	" "	Meakin & Ridgway
14	" "	H C Edmiston
18	" "	W S Pitcairn
5	" "	L Straus & Sons
11	" "	L A Consmiller
37	" "	E Boote
23	" chinaware	Meakin & Ridgway
7	" "	Tiffany & Co
3	" "	T S Todd & Co
1	" "	W H Plummer & Co
6	" "	J Davison
22	" glassware	T W Morris
4	"	Tiffany & Co
3	" toys	Geo Borgfeldt & Co

BORDEAUX

30	packages toys	Geo Borgfeldt & Co
6	" glassware.	Sussfeld, Lorsch & Co

BRISTOL

941	lots china clay	Hammill & Gillespie
2	" "	Moore & Munger
1	" "	J Arkel & Co
1	" "	G Knowles & Son

COPENHAGEN

101	packages chinaware	J H Venon

LEGHORN

13	packages earthenware	C D Stone & Co

ROTTERDAM

314	packages toys	Adams Express Co
48	" "	C B Rouss

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Indications are that the breach existing between the kilnmen and the National Brotherhood of Operative Potters is widening. The workers in this branch of the trade do not seem to recognize the authority of the Brotherhood officials. Manufacturers who have asked kilnmen to work after four o'clock, when an hour or so's work would complete a kiln, have been met with the reply that such work would be done "providing time and half is paid." This is a new ruling of the kilnmen's local union, not authorized by the Brotherhood. The potteries are now said to be short from sixty to seventy-five kilnmen, and it is impossible to get kilns filled according to normal schedules. In order to make a thorough canvass of the situation a committee of kilnmen and the Labor Committee of the United States Potters' Association held a lengthy conference a few nights ago in the Potters' Club. It is reported that the committee representing the kilnmen, while admitting that they were bound morally to abide by Brotherhood agreements with the manufacturers, made it plain that they did not propose to "play" with the present administration. As a result the manufacturers are left "holding the bag."

* *

A number of potteries are said to be working only from sixty-five to seventy-five per cent of capacity on account of the shortage of operatives. Clay shop workers who are known to be steady are unable to make full time on account of a shortage of small help. As stated, kiln crews are short-handed. A scarcity of decorators is also noticeable.

* *

Pottery manufacturers have been assured by the Manufacturers' Heat and Light Co., which supplies fuel gas to plants hereabouts, that through the drilling of over a hundred new gas wells in the West Virginia territory there is small possibility of a gas shortage being experienced during the coming winter.

* *

At the annual meeting of the stockholders of the Colonial Pottery Co. the former board of directors was re-elected, and the latter in turn re-elected the following officers: president, George W. Meredith; vice-president, Thomas Robinson; secretary, William Robinson; treasurer, Chris Horton. Annual reports showed that the gross sales for the past year were the heaviest in the history of the company. Loss of kilns during the early part of the season and the scarcity of help since then had kept down shipments, or a still better report would have been possible.

* *

Among visiting buyers were Mr. Charlton, of the Jones Stores Co., Kansas City, Mo.; M. Cohen, Louisville, Ky.; John P. Hackenberg, Milton, Pa.; Mr. Markowitz, with Abraham & Straus, Brooklyn, N. Y.

*

Should a pottery manufacturer accept a cancellation for decorated ware after work has been started on the order? Some manufacturers reply in the negative, while others maintain that the standing of the customer, the volume of his annual business, and other conditions which may exist at the time, should be considered. It is a hard matter for a pottery manufacturer to dispose of a special decorated order to another buyer after it has been canceled by the original purchaser. Conditions under which the merchandise is sold should appear on the order blank, and one of them should read: "Cancellations of orders for decorated ware not accepted after same has been started through the decorating shops."

* *

Operations were scheduled to start Monday last at the plant of the Carr China Co., Grafton, W. Va.

* *

Several manufacturers have announced an advance of from ten to fifteen per cent on some patterns of salads and plaques.

* *

In order that they may be able to hold their boys, jiggermen are expected soon to ask manufacturers for an increase in wages. Many boys will not work for the former wage, and the jiggermen, who have to pay the boys from their own earnings, contend that they are

unable to make both ends meet as long as certain prices for making continue to be paid. It is probable that conferences with the manufacturers will be held soon at which conditions will be worked out.

* *

"Manufacturing conditions cannot become worse; and I am confident that from now on there will be a gradual improvement, both in volume of production and shipping," said one of the largest manufacturers this week.

* *

The demand for cast specialties is increasing, and the factories making such lines are being offered favorable business for shipment as early as possible.

* *

William R. Davis, as trustee, has filed an action at Lisbon, O., seeking a judgment for $4,500 against the Dresden China Co. and others. The Dresden China Co., which is not an operating company at this time, built the first pottery in Salineville, O., and was headed by William H. Deidrick, now deceased. After several years' operations the pottery was closed, remaining inactive until purchased by the National China Co., which was then operating in East Liverpool. The National continues in business at Salineville. Mr. Davis's action is based upon a promissary note given March 1, 1906, upon which $3,400 is due. Another amount of $710 is also claimed due on a second note given June 1, 1906. These with interest now total the amount sought.

* *

Conferences were held in the rooms of the Potters' Club here this week between representatives of the National Brotherhood of Operative Potters and the Labor Committee of the United States Potters' Association relative to the differences that exist between certain locals and the manufacturers in reference to the existing wage scale, which has over a year yet to run.

*

The East Liverpool Chamber of Commerce will begin a publicity advertising campaign in a number of out-of-town newspapers in an effort to secure men and women to fill vacancies in the various departments of the pottery manufacturing plants in this city and vicinity, and Secretary G. W. Hoover is securing information as to how many men, women and boys are needed in the respective plants, together with wages paid and other inducements which might be offered to secure more labor.

TICKETS READY.

TICKETS for the outing of the Pottery, Glass and Brass Salesmen's Association, to be held Saturday, August 26, at Karatsonyi's, Glenwood-on-the Sound, were distributed among the various committee members this week by Acting Chairman E. W. Hammond, and everything pertaining to the affair is moving along at a lively pace. A special incentive to selling tickets by the members of the committee this year lies in the offer of prizes for the first, second and third largest numbers sold, and with the extra effort that will be exerted it should mean a material increase in the number of tickets sold over past season.

BOSTON BUSINESS NOTES.

DELAYS in shipments are still causing many annoyances, especially to the commission men. This, with the congestion at the factories and the constant changes in list prices and discounts, makes for uncertainty; yet there is more business than for several years at this season. The representatives of domestic potteries are particularly busy. The before-the-war stocks from Europe are pretty nearly gone; so the pressure on the home potteries is becoming heavier.

The Pittsburgh Lamp, Brass and Glass Co. is showing new samples of boudoir lamps with shades in glass and metal, also new desk lamps with ecru and green shades in shell designs.

Arthur Seaman, traveling man for the United States Glass Co.'s Baltimore office, is getting a rest at Beach Bluff. H. H. Phillips, sales manager for Factory U, Gas City, Ind., paid the local manager, M. A. Lovell, a call before leaving for Philadelphia.

N. W. T. Knott has started on a trip visiting the trade in the Pine Tree State and will be away ten days.

F. E. Nelson, of the Nelson Syndicate, Lowell, was here this week with his nephew, John G. Nelson, who is taking up the work of F. W. Fisher, who has been dangerously ill and is at present recuperating at West Alton, on Lake Winnepesaukee, N. H.

Miss Catherine Barry, assistant to James F. Leary, Houghton & Dutton Co.'s china and glass buyer, will return on Monday from her vacation.

Miss Carrie P. Stetson, for the past two years with A. A. Vantine & Co. here, died suddenly of pneumonia.

Everett Mills, son of A. C. Mills, proprietor of the R. A. McWhirr Co., Fall River, and buyer for that company, was here this week. He has been sick for about five weeks, but is much better now.

H. P. & H. F. Hunt Co. have new samples of purple glass flower bowls from the Westmoreland Specialty Co.; new animals and other glass novelties from the Lancaster Glass Co. and new cuttings from Crescent Cut Glass Co. George C. Whitman, secretary,

starts Saturday for a two weeks' vacation at Newport, R. I. James J. Hanning has resigned as traveling man.

W. M. Pingree is on a Maine trip with the Tajimi Co.'s samples, and M. A. Fuller is in Northern New England.

Henry Masse, of the Boston Hardware Specialty Co., is visiting the trade in Maine.

Neil McColgan, buyer for the J. H. Chalifoux Co.; A. H. Abbott, with George H. Wood; and Mr. Dunlap, buyer for the H. R. Barker Co., all of Lowell, paid Boston a visit this week.

George M. Turner, assistant kitchen buyer for the Shepard, Norwell Co., and Lea Pike, assistant in Frank Gardner's office, are enjoying their annual vacations.

John Cuffe is back at Louis Wolf & Co.'s after a rest at Brant Rock. "Tom" Maguire, who has been with his family at Old Orchard Beach, is due back any time.

Gardner Brewer, Burlington, Vt., writes friends in the trade that he is able to attend to business on alternate days now.

Alexander F. Scott, for many years identified with the pottery trade in New England, has died at his home in Marblehead at the age of seventy-two. He was born in Canada, and when a boy came to Cambridge, where he learned the trade. As a young man he entered into partnership with Joseph O. Bullard under the firm name of Bullard & Scott. About ten years ago this company was consolidated with A. H. Hews & Co., with which Mr. Scott was connected.

Ovington Bros. have enlarged their shop at Magnolia, on the North shore, in order to make a more representative showing of "Ovington ingenuities" in glassware and china for gifts, favors and prizes.

George W. Barber and Ripley W. Wiley, inside men at the Mitchell, Woodbury Co., are on their vacations—Mr. Barber at his place at Brant Rock, and Mr. Wiley at Marlboro, N. H., where he has a cottage on the lake. W. J. Kelley is back from a business trip through northern New Hampshire. Warren Ford has returned from his vacation, during which he kept his new Saxon busy. Herbert Ford is enjoyiog a two weeks' rest.

Retail merchants accustomed to opening shops for the summer at seaside and other resorts are now to be considered itinerant vendors under a new State law promulgated this week. This means that although they already have paid a State corporation tax for conducting their regular business they will be requlred to pay additional charges for temporary trade. What this will cost is to be determined by individual consideration, only the State's extra tax being fixed, which consists of a charge of $25 for the vendor's license and the deposit of a $500 boud. The license fee in the particular locality where the shop is opened is decided after consultation with the local authorities. The charge is based on the amount of stock carried and the duration of the stay, together with a consideration of the local tax rate. Many in the trade will be seriously affected

F. L. Morecroft, for the Ideal Cut Glass Co., Syracuse, N. Y., is at the Parker House with samples.

M. Herbert, of M. Herbert Co., New York, is at the United States Hotel with his line.

John Sherard, Jr., president of the Shepard, Norwell Co., is spending the summer at Taconic, Conn., and will not return until after Labor day.

L. J. Reed, who is with his father, John J. Reed, has returned from a trip through Western Massachusetts.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 8, '16	Correspond-ing period 1915	Exports Jan. 1st to July 8, '16	Correspond ing period 1915
Boston	63	95	2646	2782
New York	405	17	6529	5062
Baltimore	110	46	2195	4750
Philadelphia	17	47	404	1727
New Orleans	....	12	84	374
Newport News	....	....	....	54
San Francisco	2	....	583	935
Portland, Me	....	....	484	1006
Galveston	....	....	....	....
Portland, Ore	....	....	16	140
Inland Points	....	1	100	363
Total	597	218	13041	17193

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 1, '16	Correspond-ing period 1915	Exports Jan. 1 to July 1, '16	Correspond-ing period 1915
New York	193	479	5784	5045
Boston	180	111	2325	2687
Philadelphia	29	9	388	1668
Baltimore	124	172	1927	4704
San Francisco	300	138	581	905
New Orleans	....	26	76	362
Portland, Me	....	....	249	1006
Galveston	....	....	....	....
Newport News	....	....	....	54
Portland, Ore	....	85	16	40
Inland Points	23	82	285	385
Total	849	1102	11631	16956

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, JULY 27, 1916.

WHAT ABOUT BUYING?

IN the natural course of events buyers will want to come to the market in the near future. Many of them are in a state of more or less perplexity, as their stock is low now and they need more goods. Many of them have unfilled orders with both foreign and domestic houses, placed earlier in the season. They are wondering if these wares will be delivered, and, if so, will they suffice? Or would it be better to buy more, taking a chance that all they have ordered will be delivered and sold? Or had they better order more than they actually require, in order that they may get enough to carry them through?

Here is the situation:

There is a big demand for wares, and a short supply. Comparatively few German goods have arrived in this market for the last nine months, and the conditions at the potteries in that country are unknown. All mails are censored, and the only information obtainable is from the few travelers who were there early in the spring. Reports are to the effect that the potteries and glass factories are working about thirty per cent of normal. But no matter what their production, as long as the English maintain the blockade no goods can come out. Should the war cease tomorrow the factories could not produce more than fifty to sixty per cent of normal under a year. Should the proposed boycott against Germany by the Allies prevail, this country would probably get the bulk of the production, as their home market would be poor; but, even so, nothing like what this country has taken heretofore would be shipped here for the next two or three years.

France and England are producing forty per cent of normal, with the probability of less if the war continues. With peace the production would of course increase, and in a few months might reach seventy-five per cent; but it would be long before the output would be normal.

The domestic potteries and glass factories working to capacity cannot begin to take care of the calls upon them, nor will they for months to come. Not only have they the home market to supply, but a new export demand has been created.

These conditions presuppose a shortage of both crockery and glass for the next two years at least. It follows, then, that buyers should secure all they possibly can.

PERSONAL.

CONSIDERABLE surprise was caused in the trade this week by the news of the resignation of A. Rosner, china and glassware buyer for the furniture establishment of Ludwig, Baumann & Co. Mr. Rosner's connection with the concern dates back for several years, during which time he has built up an extensive acquaintance among the crockery and glassware agents and manufacturers. No one has been selected to take his place as yet.

Charles P. Cox, of Cox & Lafferty, left in his car on Tuesday, accompanied by Mrs. Cox, for Lake George, whence, after spending a few days, they will proceed on a fortnight's tour through the Adirondacks.

Edward Boote writes from Parlin Lake, Me., where he is vacationing, that the fish are taking the bait well, and as long as they continue to bite he has no thought of returning.

Henry Saul of the Saul Mfg. Co., left on Wednesday for Chicago, his first stop on a trip through the West. He expects to keep the mails busy with his orders for the next two months.

A. H. Ledden returned on Thursday after spending several days at the Buffalo Pottery consulting with the heads of the concern.

A. Thurm, head of the Wheeling (W. Va.) Decorating Co., after visiting Atlantic City arrived in New York on Sunday, accompanied by Mrs. Thurm, for a

little recreation. In addition to enjoying himself Mr. Thurm is here to confer with his New York agent, A. P. Doctor.

A. Fred Tepe, traveling for Hugh C. Edmiston, will leave next Tuesday, together with Mrs. Tepe, for a three weeks' vacation in the Adirondacks.

Louis Klayf, buyer for Bloomingdale Bros., after reading that his brother, A. Klayf, of Koscherak Bros.' sales force, was at the Barrow White Egg Farm, Napanock, N. Y., for the purpose of becoming initiated into the mysteries of chicken-raising preparatory to starting a farm on his fire-escape, decided to become a competitor, and left last Saturday for Napanock with this idea in view, as well as to forget for a short time the worries of a china and glassware buyer.

A. H. Hays, who returned from a three weeks' trip through New England territory on Tuesday, brought back a fine bunch of orders.

E. W. Hammond left on Wednesday night for York, Pa., and from there goes to East Liverpool to spend the balance of the week at the Knowles, Taylor & Knowles factory.

Fred Kline, who travels South for the Knowles, Taylor & Knowles Co., is at Atlantic City with his wife, and will remain there until time to start on the road in the fall. His territory is usually regarded as a hard one, but a glance over his order files belies the assertion that the South does not buy largely.

A. M. Ferris, export manager for Cox & Lafferty, is taking life easy at West Shokan, N. Y., where he is spending most of his time trying his new car on some of the hills for which that section is famed.

C. L. Gray, secretary of Cartwright Bros. Co., East Liverpool, O., was a caller on some of his friends in the trade last Friday.

M. Hirsch, who represents the Buffalo Mfg. Co.'s line in the local market, spent the week-end at Fleishman's, in the Catskills, where his family are staying for the summer.

E. L. Van Buskirk is back at his desk at Morimura Bros. after a vacation at Cape Cod, where he motored, fished and had a quiet good time generally.

Can anyone in the trade diagnose the malady from which Herman Kashins is suffering? He has grown extremely pensive, sighs frequently, his thoughts seem to wander; and yet with it all he is radiantly happy. Lacking experience in such cases, the reporter doesn't exactly know, but thinks his case is serious.

Eddie Mays, buyer for Larkin's, when asked if he was buying much just now, replied: "I am buying more than I am getting."

William Burgess, vice-president of the U. S. Potters' Association, was a metropolitan visitor last Friday.

George Anthony, buyer for Loeser's, Brooklyn, accompanied by his wife and daughter, left last Saturday for a month's auto tour during which various points will be visited, and wherever the party finds a particularly desirable place they will stop there for a few days.

Simon Roth, buyer for A. I. Namm & Son, is in the Catskills this week.

Max Strensch, together with Mrs. Strensch, left on Monday to spend three weeks at Sharon Springs, N. Y.

L. J. Rainaud, who travels New York and the Eastern States for T. W. Hamilton, left on Monday for a trip with the new fall line of portables.

M. J. Anderson, formerly with J. B. Greenhut, now buyer for the Pettis Dry Goods Co., Indianapolis, is in town on his initial buying trip for the concern.

W. P. Graham, of Graham & Zenger, who has been in Germany for the past two months visiting the Rosenthal and Theresienthal factories, returned on Monday.

Harry F. Mackensie has been engaged to travel his old territory for the Hunt Glass Co., Corning, N. Y.

"Who was the hoodoo?" is the question that confronts Captain Fred C. Reimer, of the good ship Allegro, and his crew—E. von Poschinger and F. Schabmayer, of the Graham & Zenger office staff, and Herman Bogatz, who looks after the stock for the concern. Plans were made for the finest fish dinner ever eaten after "Fred" had told them of a mysterious charm he had for the fish. All that was required was for him to get into a boat with a hook and line, and everything came his way. His companions all agree to the charm. There was the choicest boatload of dog-

fish, sea-robins, skates, moss bunkers and other delicious varieties. The menu was changed at the last moment to beefsteak.

POTTERS RAISE PRICES.

A NUMBER of American potters have advised the trade by mail and telegraph that they have withdrawn the five per cent advance made some weeks ago and substituted a new advance of ten per cent, and, as we understand it, restored the cash discount. The firms that have done this are to be congratulated on taking such a stand. The action will meet with the approval of buyers all over the country.

WITH THE GOLFERS.

CONSIDERING the lure of the mountains and seashore for the many who seek a change at this period, when vacation time in the trade is at its height, the attendance of fifteen players was gratifying at the Richmond County Country Club last Thursday when the third of the season's games of the Pottery, Glass and Brass Golf Association was played.

The morning was overcast and oppressively warm, and as the thermometer mounted so did most of the scores. Every other known variety of excuse has been used over and over again, and there is absolutely no reason why the heat, too, cannot be cited as a perfectly rational cause of some of the troubles that befell the golfers.

The early afternoon promised to be more agreeable, with a nice breeze stirring; but about three o'clock a slight rain began to fall which developed into a downpour by five o'clock and compelled the last foursome, composed of W. W. Magee, B. Rosenfeld, Jos. O'Gorman and Geo. Lobsitz, to stop at the ninth hole.

Business kept J. Duncan Dithridge occupied in town in the morning, but he motored out in time for luncheon, getting in the game on the afernoon round.

A feature of the day was the blossoming forth of a new golfing star in the person of George Hamilton. George certainly has acquired a technique in handling the golf stick that is the real thing. To him went the Association cup for the best net score—177 for the thirty-six holes.

Wm. S. Pitcairn came in for the prize for the runner-up with a net score of 181, while H. D. McFaddin was third with 183.

After the prize-winners had duly celebrated their victories the party broke up around seven o'clock declaring "Billy" Magee a prince of entertainers—a distinction to which he is justly entitled, as he has the happy faculty of making his guests feel as much at home as though it were their own club. He made the day a continual joy for all present.

MORNING ROUND.

	out	in	gross	hdcp	net
Smallwood, T.	56	56	112	15	97
Hamilton, G	51	50	101	20	81
Lathrop, W. A.	61	53	114	15	99
Pitcairn W. S.	51	54	105	8	97
Muirheid, H. P.	53	52	105	5	100
Boote, E. J.	50	48	98	8	90
LaPierre, F. H.	52	48	100	7	93
Hinman, L. S.	59	56	115	10	105
McFaddin, H. D.	47	45	92	5	87
Owen, L. S.	53	47	100	7	93
Rosenfeld, B.	76	63	139	25	114
Lobsitz, G.	72	69	141	30	111
O'Gorman, J. F.	76	70	146	30	116
Magee, W. W.	63	50	113	20	93

AFTERNOON ROUND.

	out	in	gross	hdcp	net
Smallwood, T.	55	56	111	15	96
Hamilton, G	58	58	116	20	96
Lathrop, W. A.	51	57	108	15	93
Dithridge, J. D.	56	48	104	7	97
Pitcairn, W. S.	49	43	92	8	84
Muirheid, H. P.	51	47	98	5	93
Boote, E. J.	55	48	103	8	95
LaPierre, F. H.	52	49	101	7	94
Hinman, L. S.	52	58	110	10	100
McFaddin, H. D.	55	46	101	5	96
Owen, L. S.	53	47	100	7	93
Rosenfeld, B.			(No card)		
Lobsitz, G.			"		
O'Gorman, J. F.			"		
Magee, W. W			"		

F. H. La Pierre has developed a strong drive that is the envy of all his golfing associates—sometimes. On a 625-yard hole he drove so far that it took him four shots to get back.

Louis Hinman's latest: 457-yard hole in two—drive and pick-up.

Had Messrs. Magee, Rosenfeld, O'Gorman and Lobsitz been able to finish that other nine holes there is absolutely no doubt but what the results of the game would have been different. Geo. Hamilton heaved a deep sigh of relief when he saw that the rain would prevent their finishing.

GIVE UP CANADIAN PLANT.

THE Jefferson Glass Co., Follansbee, W. Va., have disposed of all their holdings in the Jefferson Glass Co., Limited, Toronto, Canada, to the Dominion Glass Co., Montreal. In all probability the name of the Toronto plant will be changed to agree with the title of the other plants under control of the Montreal company. H. A. Schnelbach, who has been in charge at the Toronto plant, has returned to the United States and has resumed his position as general manager of the Jefferson plants at Follansbee, W. Va., and Millersburg, O., and will personally superintend the making of "Moonstone" glass, which will be the principal production of the Jefferson plant at Follansbee. The company will supply their Canadian customers from Follansbee.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Although new prices on jelly tumblers have just been announced, and the goods are ten per cent higher than in previous years, the demand for the entire line is reported heavy, both for domestic and packers' uses. There is one thing that may react upon the sale of these tumblers this season, and that is the high price of sugar. Sour fruits, while plentiful, require much sugar for preserving purposes, and the demand for these this season is said to be far below normal in consequence. Tumblers which sold last year for 10, 11 and 12 cents per dozen are now commanding 13, 14 and 15 cents. The cheapest tumbler on the market is the unpolished item, which is to be had for 12 cents per dozen, exclusive of package. Large packing houses have been liberal in their purchases, as they realize that not as much fruit will be "put up" by the housewife as in former years, when sugars were considerably lower.

Extremely hot weather has caused a decided decrease in the production of glassware, and not nntil cooler breezes blow is any improvement anticipated. Many instances are related where glassworkers have started on their shops in the morning, but before noon conditions were such that further labor was impossible. Manufacturers have made every effort to relieve torrid conditions in the factories, but the heat from the furnaces and tanks, combined with that of the weather, has been more than the men could at times stand.

"Business in our section of the country is exceptionally good, and the demand for glassware, especially that of good qualtity, is the best we ever experienced," said O. E. Spaeth, buyer for the Emporium Mercantile Co., St. Paul, Minn., while here a few days ago. After spurring up back orders Mr. Spaeth immediately placed new business for delivery as quickly as possible.

Since the Federal troops have been establishing camps along the Mexican border the demand for glassware has shown a great increase, Southern wholesalers ordering carload after carload for immediate shipment to San Antonio and El Paso. The bulk of the merchandise ordered is bar lines, and a heavy business is anticipated for months to come.

M. S. Wallace, of the Denver office of the United States Glass Co., has been spending a few days here, as has M. A. Lovell, of the Boston office.

H. P. Macgregor, wholesaler at Wheeling, W. Va., was here a few days ago on a buying mission.

Cut glass is in exceptionally good demand, especially new shapes. Retail prices do not have so much to do with sales, department store buyers report, the customers wanting something new and being willing to pay the price.

Water sets are very active. The general demand among retail buyers seems to run to the plain shapes.

The report is going about that a tumbler order valued at $80,000 is about to be placed. No one factory can handle such an order and give any kind of quick deliveries, and the opinion prevails that the business will be divided among three or four factories. It is said that the first specifications will be distributed at an early date. This is the largest order of the kind ever given by one buyer.

The Imperial Glass Co., Bellaire, O., has just distributed its revised price list.

Robert Johnson, of the Rochester Cut Glass Co., has returned from a business and pleasure trip to Baltimore and other Eastern cities.

The United States Glass Co. is showing a line of imitation marble bowls in various sizes, furnished with figures of birds and bathers. The bowls are mounted on square bases, and the workmanship is excellent.

The annual outing of the employees of the Pittsbursh Lamp, Brass and Glass Co. was held at Wildwood, one of the most picturesque spots in Western

Pennsylvania, last Saturday. The programme for the day, which comprised an old-fashioned basket picnic, races, games and dancing, was in charge of Earl Giles and Howard Dengel. Appropriate prizes were given the winners in all the sporting events. The happy picnickers boarded a special interurban car at 9 o'clock Saturday morning, and did not return until late at night.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

J W Morehouse, c, g, hf, May Co, Cleveland. 37 W 26th.

J R Irwin, c, and A P Dupins, s, Emery-Bird-Thayer D G Co, Kansas City, Mo. 25 Madison ave.

C C Millington, t, Sanger Bros, Dallas. Ansonia.

F L Sturtevant, c, hf, t, Forbes & Wallace, Springfield, Mass. 230 Fifth ave.

F P Ford, t, Scruggs, Vandervoort, Barney D G Co, St Louis. 23 E 26th.

F L Gavitt, c. g, H B Gavitt Co, Westerly, R I. Continental.

W E Rownd, t, Stone & Thomas, Wheeling. 315 Fifth ave.

P W Mellick, c, hf, P W Mellick Co, Elizabeth. Navarre.

H H Newmark, c, The Gem, Louisville. 19 E 24th.

W B Mitchell, hf, t, Dorsen Co, Syracuse. 250 Fifth ave.

G Dessler, t, F & R Lazarus Co, Columbus. 200 Fifth ave.

Miss R B Carey, l, Mandel Bros, Chicago. 13 E 22d.

S G Gray, hf, c, Block-Kuhl Co, Peoria. 315 Fifth ave.

G A Dahlgren, hf, Rothschild & Co, Chicago. 215 Fourth ave.

C Smith, c, g, T Smith Co, Boston. 470 Fourth ave.

W F Daly, hf, Barnard, Sumner & Putnam Co, Worcester. 75 Spring.

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Drakenfeld, B. F., & Co ... 30
Roessler & Hasslacher Chemical Co ... 30

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Bergen, J. D. Co., Meriden, Conn ... 29
Dorflinger, C., & Sons ... 3, 26
Honesdale (Pa.) Decorating Co ... 26
Pairpoint Corporation ... 29
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Lamps and Brass Goods.

Bradley & Hubbard Mfg. Co ... 32
International Picture Frame Co. of Chicago ... 29
Manhattan Brass Co ... 31
Miller, Edward, & Co ... 32
Plume & Atwood Mfg. Co ... 32
Pittsburgh Lamp, Brass & Glass Co ... 32
Phoenix Glass Co ... 28

Domestic Pottery.

Benedikt, H ... 27
Brush-McCoy Pottery Co., Zanesville, O ... 31
Cartwright Bros. Co., East Liverpool ... 26
Edge, Thos. G ... 28
Guernseyware ... 31
Mayer China Co., Beaver Falls, Pa ... 29
Roseville Pottery ... 29

Glassware.

Bryce Bros. Co., Mt. Pleasant, Pa ... 30
Cox & Lafferty ... 29
Cambridge, The (O.) Glass Co ... 26
Dela Croix, Chas. J ... 28
Dorflinger, C., & Sons ... 26
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Williamsburgh Flint Glass Co ... 31

Miscellaneous.

Abels & Co ... 30
Basket Novelty Co ... 3
Celluloid Cap and Metal Ring Co., Nepera Park, N. Y ... 31
Robert Rawsthorne Engraving Co., Pittsburgh ... 29

You are requested to come and
inspect



THE ANIMALS = MODELED = BY = Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

AT CHICAGO.

WHOLESALE business in crockery and glass has been brisk during the past week. Retail trade has been very dull, the intolerable weather having cut down the crowds to a minimum. People are buying what they must have, but nothing else.

* *

Walter Redfield is back from a visit to the factories of Heisey & Co., Newark, O , and S. A. Weller, Zanesville.

* *

L. Larsen, of the force of Ira A. Jones Co., was visiting friends in Milwaukee last week; E. H. Soukup is planning a vacation trip to Michigan; E. B. Jones has just returned from a trip to St. Joseph, Mich.; O. C. Helm will leave with his wife at the end of the week for Michigan resort points.

* *

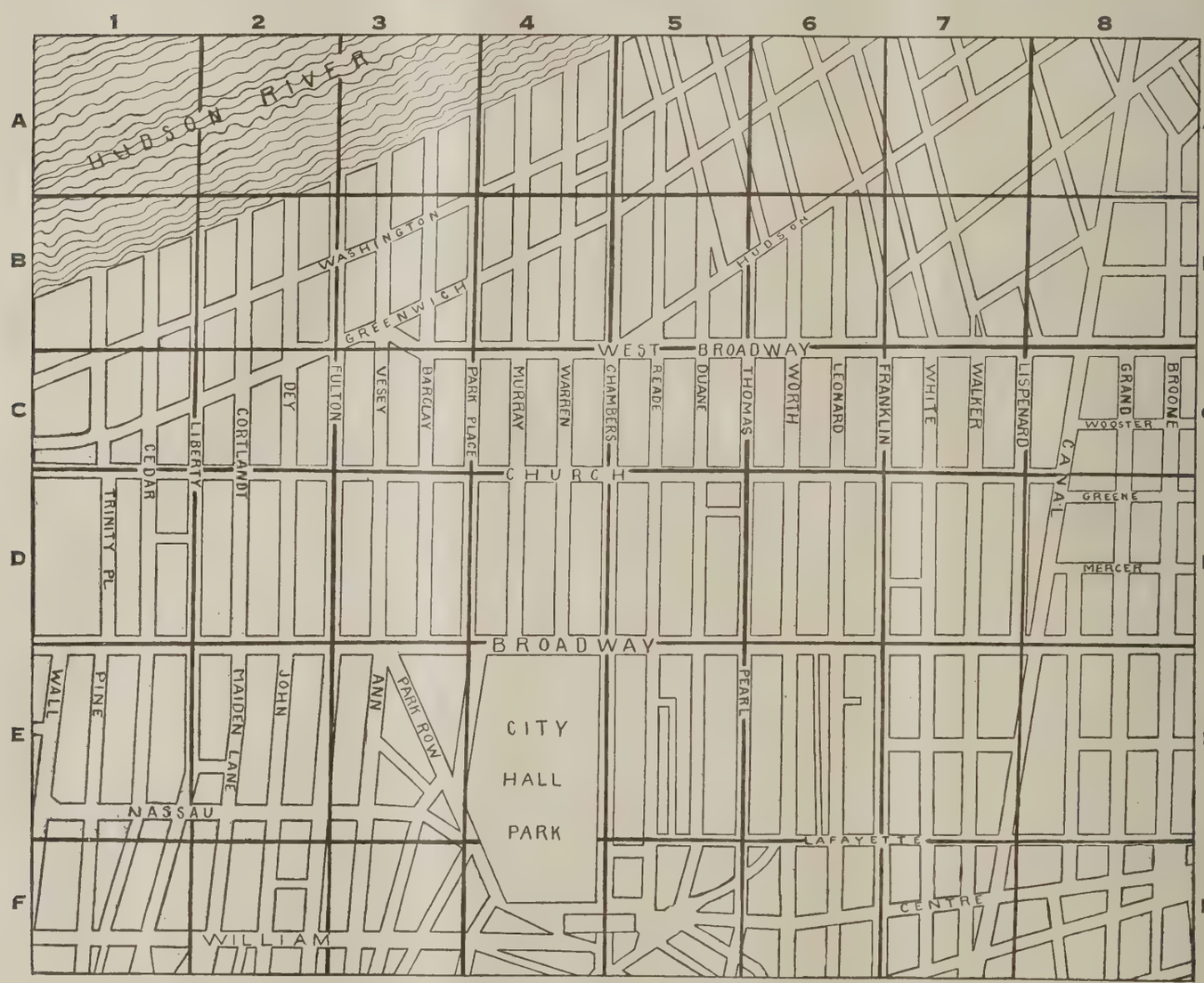
C. B. Ott, of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., was in the city for several days last week.

* *

There is considerable kick about the large amount of poor quality cut glass on the market here. The rea-

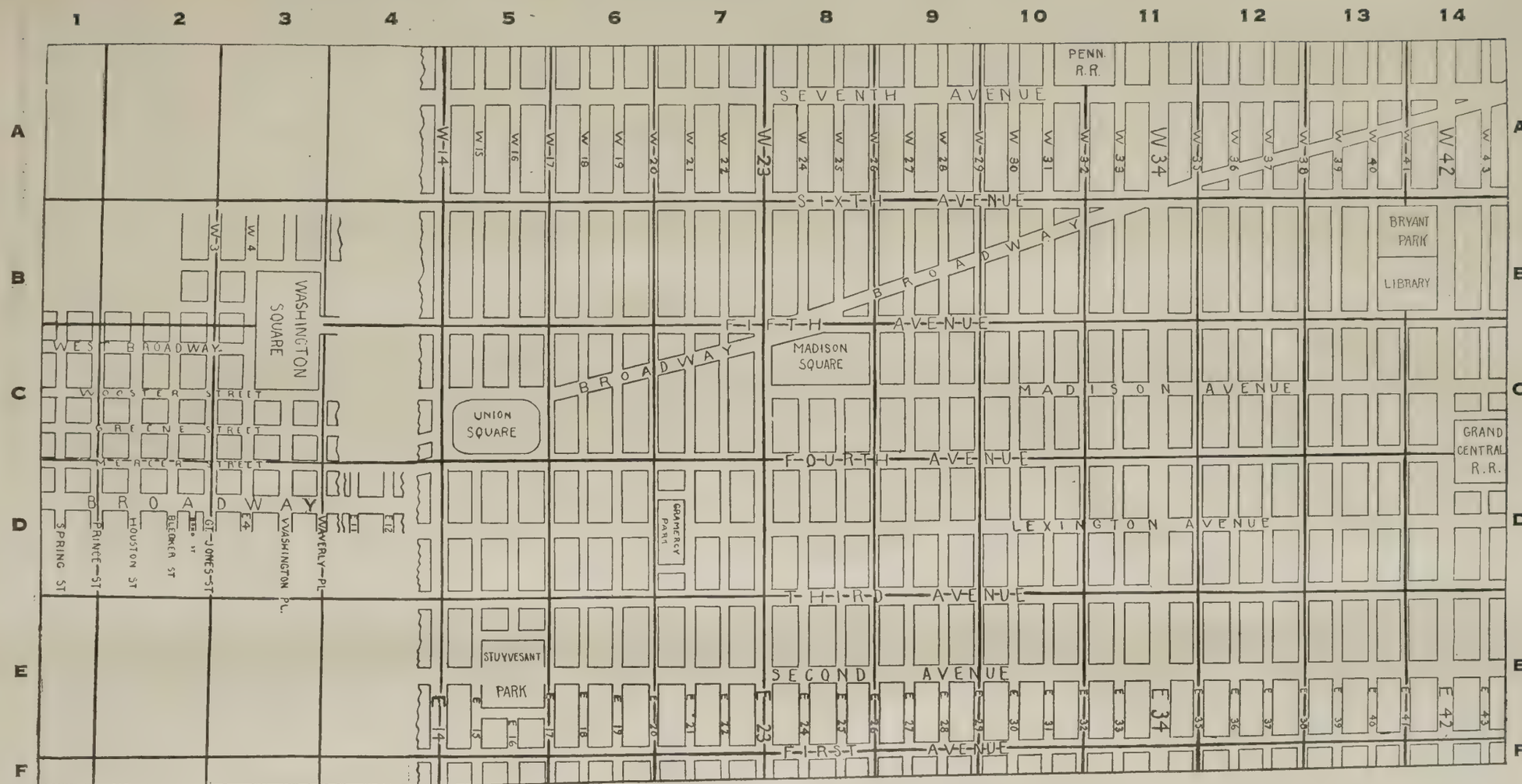
Continued on page 24.

Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place.... C 4
Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Edge, Thos. G., 66 West Broadway..... B 4
Fostoria Glass Co., 66 W. B'way..... .. B 4
Friedlaender, Oscar C., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Slimmon, Robt., & Co., 96 Chnrch St..... D 3
Straus, L., & Sons, 42-46 Warren St..... C 4
Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
United States Glass Co., 71-73 Murray St. B 4
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2
Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Colonial Co., 145 W 18th.....A-6
Cox & Lafferty, 1140-1146 Broadway..... B 9
Dela Croix, C. J., 19 Madison ave.....C-8
Dohrmann Commercial Co., 85 Fifth ave ..C-6
Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave ...C-5
Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 129-131 Fifth ave.....B-7
Guerin, Wm., & Co , 43-47 W 23d.....B-8
Guernseyware. 16 W 23d.....B-7
Haviland & Co., 11 E 36th..... C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9
Imperial Art Glass and Lamp Works, 205 W 19th.....A-6
Koscherak Bros., 129-131 Fifth Ave..... C 6
Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1
Noe, Wm. R., & Sons, 53-55 W 21st.....B 7
Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d C-14
Pitcairn, W. S., 104 Fifth ave. B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8
Roseville Pottery, 621 Fifth ave.....
Straub, Paul A., & Co., 105-107 Fifth ave...C-5
Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6
Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13
Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co.'s 45 East 20th St.....D-7

Continued from page 22.

son, of course, is found in the substitution which has been necessary on account of the war.

* *

Henry Viemann, assistant buyer to Charles Patterson at Carson, Pirie, Scott & Co.'s, has returned from a vacation spent at Coldwater, Mich., and other resort points in that State.

* *

E. E. Ault, salesman for Earl W. Newton, has returned from a trip to the factory of the Imperial Glass Co., Bellaire, O.

* *

Harry Berliner, department store buyer from Milwaukee, was in the city last week.

* *

That table and floor lamps are rapidly replacing domes is the opinion of the furniture men who are attending the annual summer show here. They say that the most modern homes are being furnished with floor lamps.

* *

Five clerks and expressmen of the Hartman Furniture and Carpet Co., who were indicted last week on a charge that they have conspired to defraud the company out of $50.000 worth of merchandise, may also be charged with stealing goods from the warehouse of Albert Pick & Co. One of the arrested men confessed that he knew something of the manner in which goods were spirited away from other mercantile establishments, and mentioned Albert Pick & Co. as an example. It is thought by the police that a gigantic scheme to get away with the goods on "short" orders has been unearthed.

* *

The fifth annual outing of "The Fair" Employes' Benefit Association will be held July 30 at Dellwood Park, near Lockport.

* *

The crockery and glass men expect to welcome a large number of buyers during "Market Week"—August 7 to 12.

* *

S. N. Lee, of San Antonio, Tex., was in the city buying crockery last week.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half nch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

AN A1 cut glass salesman of wide experience wishes to associate himself with an established factory turning out a popular-priced line. Have an extensive acquaintance with the trade throughout the Middle West, West and South. Address A 987, this office.

BUSINESS OPPORTUNITIES.

AGENT WANTED—First-class agent required to sell "Paragon China," manufactured by the Star China Co., Longton, England. Full line in tea, breakfast and dinner ware. High-class decorated china. Applicant must have previous knowledge and connection. Treated in confidence. References and full particulars at application.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE.	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA.	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 3, 1916.

THE CONDITION OF BUSINESS.

New York

The first week of August opens with more business being done than is customary at this time. This does not mean that there is a rushing demand; but the foresighted ones are placing orders. The call is almost entirely for domestic goods, some exceedingly gratifying orders being placed for crockery and glass both in the city and at the factories. It may be said that these orders have all been taken subject to delay in delivery, as under present conditions no one can prophesy when the goods will be ready for shipment.

There have been inquiries both for French and English goods, but it is too late for anything to be delivered from the other side this year; so whatever orders are booked are for 1917 delivery.

Buyers from the West are looked for now at any time. It is not likely that they will find anything ready for immediate delivery, and will therefore probably confine their efforts to ordering for the future. And if they are wise they will order heavily, for they will need all the wares they can possibly get. Even in domestic goods the possibilities are that only a percentage of their needs will be supplied. The home factories are crowded with orders, and the demand is steadily growing.

Retail trade is more quiet than it has been for a long time. This is but natural, however, the vacation season having taken crowds of people out of the city. As far as we can judge from meagre reports, retail trade in the interior is about as usual at this time of the year.

The prospects for the future are good, with no material changes in conditions. The time is coming when those who are making huge fortunes out of war munitions will find less call for their products; but in its place will be a big demand for many things needed by devastated Europe.

East Liverpool and Vicinity

Manufacturing potters continue to be crowded with business, both for immediate and future shipping. New prices recently announced have had no deterrent effect upon buying. Sales managers are making an effort to protect their trade by urging early specifications for holiday requirements. It is believed that those who hesitate about placing fall business will regret their delay. Mail orders are heavy, and the few salesmen who are on the road do not have to "coax an order." The shortage of help in the plants continues in some branches, and normal production is therefore impossible.

Pittsburgh and Vicinity

Glass factories have been unable during the past week to secure normal production on account of the extremely hot weather. Orders continue to be received in very liberal volume. Prices on all lines are firm, with a tendency toward additional increases on some items. Fall business is piling up in many factories. While the demand for all lines is good, the better grades of glassware are in greater request than in former years.

POTTERY EMPLOYEES GET ADVANCES.

EAST LIVERPOOL, O., Aug. 2.—Supplement No. 3 to the "Chalfonte" pottery wage agreement, signed July 25, has just been issued. Jiggermen have been given an advance of a quarter of a cent per dozen for making three-to eight-inch plain-edge plates, and half a cent per dozen for hotel plates. Female help in kiln warehouses—dressers, brushers, stampers, drawing girls and dippers' assistants—have been given ten cents per day increase. The advances are effective the first pay in August.

EBEN D. JORDAN DIES.

AT his summer home in Manchester, Mass., Eben D. Jordan, of Boston, senior member of Jordan, Marsh & Co., died Aug. 1 as the result of a paralytic stroke suffered ten days previously. He was in his fifty-ninth year and had been in ill health for some time.

Mr. Jordan was a son of the late Eben D. Jordan, who founded the firm in 1851. He entered his father's business as a clerk, working his way up until he became a member of the firm in 1880.

He soon became one of the most active and best known citizens of Boston, taking active part in every movement for the welfare and improvement of that city. One of his greatest benefactions was the establishment of the Jordan Art Gallery, to which he gave masterpieces by such artists as Sir Joshua Reynolds, Thomas Lawrence, Gilbert Stuart, Trumbull, Diaz, Decamp, Couture, and Leloir.

He was interested in many civic and business enterprises and in addition was president of the New England Conservatory of Music and of the Boston Opera Company, a director of the Metropolitan Opera Company of New York, and an honorary director of the Royal Opera in London.

John Richardson, for thirty years probably the leading Boston importer of china clay, died last Sunday, after an illness of about five months, aged fifty-nine. He was engaged in the business up to his final illness, being treasurer of the John Richardson Co.

Elijah H. Muller, a retired toy manufacturer of Bristol, Conn., died Sunday in a hospital at Hartford, Conn., in his eighty-sixth year.

James Telford Hamilton, of Pittsburgh, died on Sunday at Berkeley, Cal., whither he had gone for his health. He was the senior partner in the firm of J. T. & A. Hamilton, bottle manufacturers, which he founded with his brother, the late Albert Hamilton. Mr. Hamilton was elected a director of the Third National Bank of Pittsburgh in 1886, and served in that capacity until his death. He was vice-president of the bank for twenty years, and during 1910 and 1911 he was president. He was a director and president of the Standard Plate Glass Co., Butler, Pa., and was interested in other industrial concerns in the State.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 1, 1916

LIVERPOOL

12 packages	earthenware	Meakin & Ridgway
19 "	"	G F Bassett & Co
23 "	"	Maddock & Miller
43 "	"	W S Pitcairn
8 "	"	Fondeville & Van Iderstine
33 "	"	J Davison
4 "	"	Alpers & Mott
30 "	"	E Boote
23 "	"	L A Consmiller
1 "	"	Kronfield, Saunders & Co
6 "	"	Davis Collamore & Co
3 "	"	Lewis & Conger
26 "	"	Clyde SS Co
19 "	glassware	T W Morris
3 "	"	G Collamore & Co
2 "	"	A Baldwin & Co
16 "	"	W H Plummer & Co
7 "	"	Davis Collamore & Co
6 "	chinaware	Meakin & Ridgway
8 "	"	D Talmage
11 "	"	T S Todd & Co
1 "	"	Rowland & Marsellus Co
8 "	"	H C Edmiston
4 "	toys	Stern Bros
9 "	"	Dietrich & Co

HAVRE

2 packages	toys	Geo Borgfeldt & Co
9 "	glassware	Sussfeld, Lorsch & Co

GENOA

9 packages	glassware	J Wanamaker

LONDON

2 packages	earthenware	Bruen, Richey & Co
1 "	toys	Geo Borgfeldt & Co
6 "	glassware	Miscellaneous Orders
1 lot	china clay	" "

NAPLES

3 packages	glassware	C D Stone & Co
2 "	"	Ovington Bros

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

54 packages	earthenware	Jones, McDuffee & Stratton Co
21 "	"	Mitchell, Woodbury Co
11 "	"	Stone & Downer Co
1 "	"	Shreve, Crump & Low Co
2 "	"	Charles R Lynde
3 "	"	Rowland & Marsellus
2 "	"	Richard Briggs & Co
27 "	"	American Express Co
10 "	"	Miscellaneous Orders

GENOA

98 packages	earthenware	R F Downing & Co
90 "	"	P L Carbone

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-Indirect; Domes, Shades, etc.

AN exhibit that cannot fail to attract the discriminating lamp buyer is that of Ferdinand Bing & Co.'s Successors, whose choice collection of alabaster lamps is well worth attention. The styles range from simple designs to the most elaborate hand-carved figures, birds etc. Rare and beautiful effects are are produced by combining colored alabaster with white. For instance, a beautifully-carved white base is fitted with a delicate blue shade. Other equally charming combinations are shown.

The first installment of lighting fixtures from Morgan & Co., whose line will hereafter be represented through New York State, the New England States and Pennsylvania by C. J. Dela Croix, is now being exhibited at his salesroom. The Morgan concern has enjoyed a high reputation for many years past for its fine productions in portables, domes and fixtures, and promises a line this season that will even surpass its previous efforts.

The Royal Art Glass Co. have in preparation a handsome new catalogue of their complete line of portable lamps, domes and semi-indirect fixtures which they hope will be off the press not later than August 15.



BY THE ROYAL ART GLASS CO.

This enterprising concern is showing an array of very beautiful new designs in this season's line.



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

One of the very busy lamp factories is that of C. B. & J. Warner, known as the Avon Art Glass Works. Their business has steadily grown until the concern occupies several floors in the large building at 148 West Fourteenth street. They are turning out a line of portable lamps and domes at popular prices that finds great favor with the trade.

An artistic line of lamp shades just placed on display at the showroom of Takito, Ogawa & Co. is known as the "Chippendale." They are made of heavy oiled paper in rich tones of dark brown and maroom, with embossed figures and flowers and touches of dull gold, Lacquered frames with gold decorations to match the designs on the shade add materially to their effectiveness.

The question of restoring the use in this country of concentric wiring for electric lighting was one of the

principal topics discussed at the scientific sessions of the sixteenth annual convention of the National Electrical Contractors' Association of the United States held at the Hotel McAlpin recently. Concentric wiring is largely used in England and Germany, but was decided some time ago by experts in the United States to be unsafe, because of the danger of short circuiting when improper grounding existed.

BOSTON BUSINESS NOTES.

BUSINESS continues to hold up well. Buyers have been more numerous since the weather has became settled. One feature is not turning out as well as anticipated—the resort business has been poor. The hopes of the storekeepers at these places are now based on clear, warm weather in August and September.

George W. Beals, who is to make a trip to Baltimore, Washington and Philadelphia with his samples next week, is showing new styles of water carafes in thermos bottles with enameled coverings in colors to match chamber furnishings.

J. Frank Hinckley has returned after several weeks spent in western Maine, where he combined business with pleasure.

Joseph L. Pindar, of Chase & Francis, is back at his desk looking brown and healthy after a month at Cape Cod, and E. J. Tucker is home with a batch of orders from firms in Connecticut and Rhode Island.

Frank Smith, buyer for the Gilchrist Co., will spend a couple of weeks at Lake Winnepesaukee, N. H.

E. E. Wilgus, representing the National China Co., and E. H. Unger, of New York, representing several East Liverpool potteries, were in town for a few days.

Carroll Robinson, buyer of china and glass for the Jordan-Marsh Co., is enjoying a two weeks' vacation.

A. L. McMullin is back after a short business trip through Connecticut and southern Massachusetts.

In connection with the purchase of the W. S. Carr Co. by Clarence E. Dodge, Harold Cooke and H. P. & H. F. Hunt, under the name of The Cooke-Dodge Co., Mr. Dodge says that the capital stock, now $10,000, will be increased to $25,000 and several new lines will be added. Much more attention will be paid to crockery and glass. Mr. Cooke is a newcomer in the trade, hailing from Montreal, where he has been connected with several important enterprises. Mr. Dodge, who has had an office in connection with the business for twenty-seven years, will continue to carry on his own lines as at present and is to put two new salesmen on the road immediatly. Mr. Underhill, now traveling for the H. P. & H. F. Hunt Co., will handle his lines in northern New York, and George Heustis will cover Wisconsin, Michigan and Ohio. For eighteen years Mr. Dodge has traveled considerably, but of late his fast-growing business with the department and other stores has kept him in the office more and more.

Mr. Eastman, buyer for the Burbank-Douglas Co., Portland, was here the other day and brought an encouraging report of business conditions in western Maine.

EXPORTS OF POTTERY AND GLASS DOUBLED.

DURING the eleven months ending May 31 we exported earthenware and china to the value of $685,133 as against $360,336 in 1915 and $525,063 in 1914. We exported glass to the value of $4,913,499 in the eleven months as against $2,197,500 in 1915 and $2,477,937 in 1914.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 15, '16	Corresponding period 1915	Exports Jan. 1st to July 15, '16	Corresponding period 1915
Boston	201	80	2847	2862
New York	75	265	6604	5327
Baltimore	30	124	2225	4874
Philadelphia	15	....	419	1727
New Orleans	....	27	84	401
Newport News.	....	....	....	54
San Francisco.	....	37	583	972
Portland, Me..	....	....	484	1006
Galveston. ..	....	....	....	....
Portland, Ore..	....	....	16	140
Inland Points..	....	25	100	388
Total..	321	558	13362	17751

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 15, '16	Corresponding period 1915	Exports Jan. 1 to July 15, '16	Corresponding period 1915
New York	75	265	6264	5327
Boston	201	80	2589	2862
Philadelphia	15	....	420	1715
Baltimore	30	124	2067	4874
San Francisco	....	37	583	942
New Orleans	....	27	76	401
Portland, Me..	....	....	249	1006
Galveston	....	....	....	....
Newport News.	....	....	....	54
Portland, Ore	....	....	16	140
Inland Points	....	25	285	411
Total..	321	..	12549	17732

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Pottery manufacturers in this district, realizing that trade will be unusually active during the balance of the year, and having orders now on file sufficient to insure operations for from two to four months ahead, have in many instances notified their trade that orders for holiday requirements should be placed not later than August 15th. Unless the pottery buyer has visited the district he has probably no idea of the volume of business that is piling up on the order files. Its extent is such that the capacity of all plants is taxed to the limit. In notifying buyers to place holiday requirements immediately the manufacturers are only trying to protect their trade, for those who come into the market in October and November expecting quick delivery on holiday merchandise are going to be sorely disappointed.

* *

The D. E. McNicol Pottery Co. have notified the trade of an advance of ten per cent on all their plaques and souvenir goods.

* *

W. C. McGuire, a Chicago pottery broker, spent several days in the district last week in an effort to place specifications for several carloads of short sets for a cereal house. Several factories visited were unable to entertain the proposition, although the question of price was not argued.

* *

Very few cancellations were reported during the past week. Buyers have begun to realize that they had better let well enough alone.

* *

Immediately after the report was circulated in the clay shops that manufacturers had granted jiggermen an advance of one half cent per dozen on the making of plain ware the boys employed by the jiggermen let it become known that they would seek an advance in wages. So the jiggermen will be no better off after all.

*

In order that the pottery manufacturers may secure a larger supply of gas during the winter season, the Manufacturers' Heat and Light Co. will lay a ten-inch main across the Ohio river from West Virginia in place of the eight-inch main which has been the former means of supply. No advance in the price of fuel gas is intimated for this district, although rates have been jumped in other sections.

* *

A. P. McPherson, formerly associated with the sales department of the Knowles, Taylor & Knowles Co., will travel through Michigan with the Taylor, Smith & Taylor Co.'s lines.

* *

Two interests are reported ready to lease the idle plant of the Ohio China Co. at East Palestine.

* *

That the National Brotherhood of Operative Potters does not propose to permit the kilnmen's local union to "rule the roost" was intimated a few days ago when one of the officials said: "There will be a showdown within a very few days." A projected conference last week did not take place because the kilnmen were not represented. The Brotherhood notified the kilnmen to send only two representatives from their local. The latter wanted five to appear at the conference. The result is a deadlock.

* *

T. A. McNicol, of the T. A. McNicol Pottery Co., has returned from a business trip to Chicago.

* *

B. O. Chapman, of Merrill, Greer & Chapman, St. Paul, Minn., spent several days here placing new business and looking after unfilled orders.

* *

Mail orders are very heavy, decorated dinnerware being in especial demand.

* *

Pottery manufacturers have been advised by the box makers that certain sizes of packages will hereafter cost five per cent more.

* *

The Industrial Commission of the State has just issued a statement showing the condition of the Ohio State Insurance Fund with reference to the pottery and

glass industries. The gross earned premiums amounted to $286,718 56. The awards made totaled $271,524 31; pending claims, $46,193 39; leaving a deficit of $30,-999.20.

* *

The new decorations on dinnerware shown for the first time this week by the Cartwright Bros. Co. are very effective. The borders are wide, and the patterns are unlike any other dinnerware treatments shown in the district. One new feature of the line is an imitation gold encrustation effect which is quite novel.

LAST SUNDAY'S SHAKE-UP.

THE down-town crockery district suffered to a considerable extent by the explosion of war munitions on Black Tom Island in the lower bay. L. Straus & Sons had two big show windows shattered. In one were two large Vienna vases valued at $300. One was damaged beyond repair. Its mate was uninjured. The other window was filled with cut glass, some of which was smashed to pieces, while the rest was cracked, chipped or broken. At least $500 worth was destroyed.

Parker Bros., lamp manufacturers, lost a window and about $100 worth of lamps.

Shapiro & Aronson, a window and lamps to the value of $80.

The Independent Electrical Co. had $50 worth of portables smashed.

H. G. McFadden & Co., two fan-lights damaged.

D. J. Barry & Co., one large window and $50 worth of crockery and glass.

Gleason-Tiebout Co., two windows and $50 in lamps.

Wallach & Behrends, one window and $40 in hotel ware.

Kniffin & Demorest, two fan-lights. A piece of ware was also jarred off a shelf on the second floor and smashed a showcase. Loss $50.

B. F. Drakenfeld & Co , twelve windows and two fan-lights.

H. C. Kupper, big show window and half a dozen plates valued at $30 broken.

Maddock & Miller, show window and wares worth $90 smashed. Half a dozen panes in other windows were blown in and fell on chairs and desks. Had it been in business hours both Donald and Robert would have been right in the way.

At 25 West Broadway, Theo. Frankel, W. E. Doctor and the Tarentum Glass Co. each lost windows.

At Stewart & Crocker's, though nothing was broken, the glassware on the shelves was jarred out of place, and everything was covered with dust.

The International Silver Co., a big window and $125 worth of cut glass.

Morimura Bros., both side-lights in vestibule entrance.

The Tajimi Co., the glass in their door.

Wm. Warrin, window.

Meakin & Ridgway, window.

Gimbel Bros., windows blown out on the Twenty-third and Thirty-third street sides of their building.

Lord & Taylor, window broken.

Brooklyn suffered even worse than New York. Almost every window on Fulton street was shattered, and Frederick Loeser and Abraham & Straus lost nearly every one of their show windows. The old A. D. Matthews store, now vacant, also had all the big windows broken.

The fact that in most cases the windows fell out on the sidewalk is the reason why window displays were not more badly damaged.

SUMMARY OF IMPORTS.

THE importations of earthen, stone and china ware for the month of May, 1916, compared with the same month of 1915 show the following losses: Great Britain, $1,285; Austria, $8,883; Germany, $163,701 (Germany and Austria together, $172,534); Japan, $17,933; while France gained $16,550 and "Other Countries" $14,493. The total importations show a loss of $160,709.

For eleven months ending May, 1916, compared with the corresponding period of 1914, the losses were; Great Britain, $501,396; Austria, $477,644; Germany, $2,791,289 (Germany and Austria combined, $3,268,-933); Japan, $107,496; France, $607,354. "Other Countries" gained $27,748. The total shows a loss of $4,457,431. Compared with the eleven months of 1915 the losses were: Great Britain, $406,796; Austria, $241,-775; Germany, $1,942,257 (Germany and Austria, $2,-184,032); France, $61,500; Japan $39,214; "Other Countries" $66;235; making the complete loss $2,757,-777.

The importations of toys show a loss for the month of May of $393,778 for Germany, while "Other Countries" gained $17,466. In the eleven months Germany lost $4,662,089 compared with 1914 and $4,079,057 compared with 1915, while "Other Countries" lost $504,471 compared with 1914 and $505,389 compared with 1915.

In glassware the importations fell off $25,606 for the month of May, and for the eleven months $1,734,991 compared with 1914 and $1,024,335 compared with 1915

China clay showed a loss of $20,900 for May, and for the eleven months $315,033 compared with 1914 and $209,331 compared with 1915,

Articles of metal enameled or glazed with vitreous glasses showed a deficit for the month of May of $28,-131, and for the eleven months $584,307 over 1914 and $276,485 over 1915.

THE SALESMEN'S OUTING.

SATURDAY, August 26, the date of the annual outing of the Pottery, Glass and Brass Salesmen's Association at Karatsonyi's, Glenwood-on-the-Sound, promises to be an eventful day, if one may judge from the elaborate arrangements that have been made for the affair. More enthusiasm is already in evidence than is usual up to within a few days of the event. Everybody is talking about it, and tickets are going so well that it looks as if all records in attendance would be broken. The prizes offered for the first, second and third largest number of tickets sold has spurred the committee members on, with the result that the trade is being combed as it never was before. Their efforts are not confined to New York; tickets are being sent far and wide; and the returns indicate a larger out-of-town attendance than in past years.

Next to Acting Chairman E. W. Hammond of the General Committee, Thos. G. Jones, with the able assistance of Fred C. Brey, chairman and secretary respectively of the Sports Committee, are being kept busy in completing arrangements for the programme of sports and getting the prizes together. It might be added in this connection that if anyone wishes to donate something for this purpose Mr. Jones at 71 Murray street or Mr. Brey at 50 Murray street will be glad to hear from them.

The programme will include, besides the ball game, nine athletic events, as follows: 100-yard dash, running high jump, running broad jump, fat men's race, relay race (between teams chosen from the uptown and downtown districts), three-legged race, sack race, quarter-mile swim, and consolation 100-yard dash for those who do not win in other events.

The sack race is a new feature that is expected to afford a lot of fun.

E. W. Hammond has been chosen as starter, a position his knowledge of sports fits him for to a nicety. The judges will be W. W. Magee, Wm. Doctor, Geo. Hamilton and Robert H. Yarwood, while Joe Watte will umpire the ball game. These selections assure the most capable handling possible of the athletics.

Ferris and his military band will again furnish the music, Gus Rhode will provide the usual toothsome buffet luncheon on the boat, and Karatsonyi will be waiting with his famous shore dinner.

The staunch little steamer Commander has again been engaged for the occasion, and the sail to and from the picnic grounds is in itself well worth the price of the ticket, which is still only $3, despite the war.



STEAMER COMMANDER.

Tickets may be obtained through any member of the General Committee, as follows: John Nixon, chairman; E. W. Hammond, Howard R. Handy, J. Meredith Miller, Wm. S. Pitcairn, Julius Rosenfeld, Lee Schoenthal, Langley Hawthorn, Nicholas Goetz, Justin Tharaud, Harry S. Mirrielees, W. C. Newland, Louis A. Fritz, Franklin I. Camp, Wm. C. Grimmel, Edw. F. Anderson, Horace C. Gray, Wm. H. Schreiber, Arlington H. Ledden, Thomas F. Stackpole, John V. Storck, F. Calvin Demarest, William Demars, William Doctor, Joseph H. McCauley, William W. Magee, Robert H. Yarwood and Geo. Hamilton; or from the Sports Committee—Thos. G. Jones, chairman; Fred C. C. Brey, Arthur A. Bean, D. King Irwin and Arthur G. Stier.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 3, 1916.

WHAT IS CUT GLASS?

AT the meeting of the National Cut Glass Manufacturers' Association in Atlantic City last week a long discussion was had on the degeneration of the product, the effect of cheap cuttings, and a number of other questions—all resolving themselves into the query, What is cut glass?

Some years ago C. Dorflinger & Sons published a brochure in which they said: "Cut glass is, and has always been, a piece of crystal cut on wheels. The pattern or design is cut in, not pressed or blown in, and it is polished by hand." This statement is as definite as it is possible to make.

The pressed lead blanks, which only require a little bit of cutting, and the pressed lime blanks, which require even less, and both of which are acid-polished, have played havoc with the market for cut glass as above defined, because they can be produced at a much less price. And nowadays the pressed lead blanks are so good, and the acid-polish so brilliant, that it is difficult to distinguish the real from the imitation cut glass.

The so-called Barclay bill is designed to prevent the selling of imitation goods as the real articles. Now, if a dealer should offer for sale a lime pressed blank and could prove that any part of the design had been cut—even though the cutting did not cost more than five or ten cents—how could he be held for violating the law?

GLASS TO GO HIGHER?

THE operatives presented a nice little lot of demands at the conference of manufacturers and workers in Atlantic City last week. There were seventy in all, ranging from an increase of five per cent on some articles to twenty-five per cent on others. Committees were in session all last week, and some of them are still at it. Not until all the demands have been considered will the result be known; but at a guess there will be an average raise of ten per cent, with the probability of an hour reduction in time.

The manufacturers do not object to a reduction in the hours of labor, provided they get production. The men can turn out the same quantity of ware in eight hours as they can in nine if they will only work. They loaf a lot now in their nine hours, and it will be no hardship to turn out the same quantity in eight.

The new wages will of course affect prices. Some of the manufacturers have recently increased their figures in view of the expected action of the workers. Others have not. The probabilities are that there will be further raises on some articles in the immediate future; and it would not be astonishing if a little later there were still further increases, for unless there is a lowering of prices on raw materials the advances in wages will eat up any profits that might otherwise accrue to the manufacturers.

PERSONAL.

TO spend a vacation on board a nice yacht cruising up and down Long Island Sound is one thing. To lie up under a doctor's care is altogether different. Commodore Edward Butler started to do the first, but an attack of gastritis sent him home. He is out again, having fully recovered, and came back to his desk Monday. But, just as Francois Villon asked of the snows of yesteryear, where is that vacation?

⚜

Chas. W. Kerr, secretary and treasurer of the Huntington (W. Va.) Tumbler Co., arrived in town on Monday from Atlantic City, and after visiting the concern's New York agents, the Horace C. Gray Co., left for home on Wednesday.

⚜

Frank Merry, president of the Indiana Glass Co., Dunkirk, Ind., was in New York for the first half of the week.

⚜

Chas. Knowles, of the Knowles, Taylor & Knowles Co., who has been enjoying the sea breezes at Atlantic City for the past couple of weeks, stopped off in New York on his way home last Friday and spent the week-

The ceremony and reception, at which the heads of the concern and most of his associates in business were present, took place at Savigny Hall. Miss Clarice Hass, a popular young lady of this city, was the bride. The newlyweds leave next Saturday for Fleishman's, N. Y., where they will spend their honeymoon.

⚜

Edw. G. Storminger has been engaged by Malone & Nicholson to call on the trade in the metropolitan district with the Eagle Glass and Mfg. Co.'s line of metalware.

⚜

Louis Greeman, with Morimura Bros., is back from Plattsburg well tanned and happy. The New York "Times" of last Sunday showed a picture of the rookies, among whom Greeman was easily distinguishable.

⚜

Walter Bilger, with the New York office of Bradley & Hubbard Mfg. Co., came home last week from a trip to the Pacific Coast. It was his first visit there, and judging from results he is likely to go again.

⚜

W. F. Ellisson is back from the road after a long trip in the interest of Geo. F. Bassett & Co., during which he did business up to the last minute.

⚜

L. P. Martin, of the Lancaster Glass Co., was in New York on Monday.

⚜

Robert D. Miller is spending this week with his father and mother, Mr. and Mrs. John J. Miller, at the Belle Terre Club, Port Jefferson, L. I. Latest reports have it that "Bob" is spending a very busy week, and that when he leaves for New York next Monday there will be many aching hearts left behind.

⚜

I. J. Collins, president of the Hocking Glass Co., is a visitor at the salesrooms of Fondeville & Van Iderstine this week.

⚜

Howard C. Jenkins, of the D. C. Jenkins Glass Co., left last Saturday after spending a few days in New York.

⚜

Ed. Craig, local manager for the United States Glass Co., leaves on Friday for Tar Island, on the St. Lawrence River, where he will join Mrs. Craig, who is summering there. Judging from the elaborate fishing equipment with which Mr. Craig supplied himself, he isn't going to do a thing to the fish.

THE reason people can be proud of their ancestors is because everybody has forgotten about their records.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of May, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain	$178,110	$176,825
Austria	16,869	8,027
France	87,500	101,050
Germany	225,758	62,057
Japan	109 154	91,221
Other Countries	21,635	36,128
Total	639,017	478,308

FOR ELEVEN MONTHS ENDING MAY.

	1914	1915	1916
Great Britain	$2,231,504	$2,176,904	$1,730,108
Austria	623,840	387,971	146,196
France	1,522,892	977,038	915,538
Germany	3,794,557	2,915,555	1,003,268
Japan	1,217,077	1,148,755	1,109,581
Other Countries	313,916	407,899	341,664
Total	9,703,786	8,004,132	5,246,355

TOYS.

	1915	1916
Germany	$443,552	$49,774
Other Countries	56,442	73,908
Total	499,994	123,682

FOR ELEVEN MONTHS ENDING MAY.

	1914	1915	1916
Germany	$6,997,417	$6,414,385	$2,335,328
OtherCountries	1,233,314	1,234,232	728,843
Total	8,230,731	7,648,617	3,064,171

GLASSWARE.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1915	1916	1914	1915	1916
$76,507	$50,901	$2,259,169	$1,548,513	$524,178

CHINA CLAY.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1915	1916	1914	1915	1916
$96,252	$75,352	$1,449,472	$1,343,770	$1,134,439

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

MAY		FOR ELEVEN MONTHS E'D'G MAY		
1915	1916	1914	1915	1916
$42,786	$14,655	$794,891	$48[illegible]	[illegible]

end here before proceeding on his journey to East Liverpool.

⚜

Chas. F. Patten is laboring over several trunks of samples this week in preparation for a trip through New England. He leaves on Saturday and expects to be away until after Labor Day.

⚜

A. G. Lober, manager of the New York office of the Royal Copenhagen Porcelain Co., who has been in Denmark for the past several weeks on a visit to the factory, is a passenger on the Oscar II., due to arrive August 10.

⚜

H. A. Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co., arrived in town on Monday night to talk matters over with local manager Chas. A. Kraft. Mr. Ross is in fine spirits and is looking forward to a big fall business.

⚜

Showing the effects, by a considerable loss of weight, of his illness from rheumatism, from which he has been suffering for the past month, C. H. Phillips, Jr., of the Cox & Lafferty local selling staff, returned to his duties with the concern on Monday.

⚜

The sympathy of the trade is with Nick Muessig, Western representative of B. F. Drakenfeld & Co., whose wife died last Saturday after a long illness.

⚜

Harold M. Salamon, traveling with the lighting glassware and lamp lines of W. C. Woodward, left on Tuesday for a trip through the Middle Western States which will take him as far as Chicago.

⚜

E. F. Anderson, of Geo. F. Bassett & Co., came back to his desk on Monday after an absence of ten days occasioned by a slight illness.

⚜

R. M. Wright, buyer for the D. H. Holmes Co., New Orleans, who has been here for two weeks, goes home on Saturday by boat. He will find plenty to do when he gets there, as the rebuilding and alterations which have been going on are nearing completion, and he will be busy moving his department. He says he will have much additional room, a lot of new fixtures, and proposes to bring it thoroughly up to date. Among the new features will be the installation of a regular lamp department, the goods for which he has been selecting in this city.

⚜

W. C. Brown and Arthur Poole, who were at the Imperial Hotel last week with the Warwick China Co.'s lines, displayed six new dinnerware patterns, three of which were underglaze prints in colors. The designs were good and the colors excellent. Mr. Brown left for Baltimore, Washington and Pittsburgh, from which place he will go home, giving up his Southern trip because of big business done in New York. He placed all six of his new patterns here.

⚜

Geo. Williams is resting up at one of the popular resorts on Long Island in preparation for a busy fall campaign with Malone & Nicholson's lines.

⚜

A. H. Heisey made one of his unexpected visits to New York last Friday.

⚜

J. Meredith Miller arrived in town last Friday after completing what would be termed in the phraseology of a salesman a crackerjack trip through the Middle West. On Saturday, together with Mrs. Miller, he left for Port Jefferson, L. I., to join his mother and father in a two weeks' vacation.

⚜

Walter B. Lazure, superintendent of the United States Glass Co.'s Factory U at Gas City, Ind., was a visitor at the concern's local salesroom last Saturday, joining the conference with President Marion G. Bryce and Ed. Craig, manager of the New York office.

⚜

Chas. P. Schuller, head of the Chas. P. Schuller Cut Glass and Lamp Co , spent several days this week in Philadelphia calling on the trade.

⚜

John Yaeger, treasurer of the Central Glass Works, Wheeling, W. Va., visited A. P. Doctor, the concern's New York representative, the first half of this week, leaving on Wednesday to return to Atlantic City, where his family is stopping.

⚜

Jas. M. Shaw, of the Canonsburg Pottery Co., arrived in New York on Wednesday to spend a few days. As usual, his headquarters are at the office of H. Benedikt, the company's local agent.

⚜

Enrique Audrain, who represents the United States Glass Co. in Havana, arrived in New York last Friday for a two weeks' stay.

⚜

Ernest Waeldin, salesman for Geo. F. Bassett & Co., accompanied by Mrs. Waeldin, is enjoying country life at Sparta, N. J., for two weeks.

⚜

There's another happy bridegroom in the trade—Otto Kaiser, assistant cashier for Koscherak Bros. having taken unto himself a wife last Sunday night.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

According to statistics just compiled by the Pittsburgh Industrial Development Commission, the value of [illegible]ornies produced in the district is placed at $10,420,000; table glassware, $6,700,000; lamps and lighting glassware, chimneys and electric glassware, $5,520,000—a total combined production of $22,640,000. And the present volume of trade indicates production is showing a healthy increase. The export of glassware from this district is steadily advancing. Canada is a heavy buyer, while South America, England and Australia have made requests for liberal shipments.

Jule Braun, of the New Martinsville Glass and Mfg. Co., has returned to the home office after spending a few days here.

President Cole, of the Lotus Cut Glass Co., Barnesville, O., accompanied by M. A. Hanse, general superintendent of the factory, was in the district placing orders for blanks.

The stock and equipment of the Universal Cut Glass Co., Wilkinsburg, Pa., has been taken over by the Pennsylvania Glass and Mfg. Co., Charleroi, Pa. The latter concern is now employing close to 150 cutters and decorators.

Walter Jones, who travels the Northwest for the United States Glass Co., is confined to his home by illness.

The Oriental Glass Co. is now decorating lighting glassware in addition to its regular lines. Its first piece of business was for about 2,000 dozen pieces in five different designs.

As an illustration of how belated some glass shipments are, one large wholesale house last week received a shipment the order for which was placed in January.

Quite a number of glassware buyers who formerly sent their orders to the factories are now seeking stocks from the large wholesale houses, which it is said have no trouble in disposing of the goods at their own prices. The quick deliveries possible through wholesalers who have stocks on hand appeal to the buyers, who are satisfied to pay a premium for such service.

The demand for bar glassware in the South continues strong. The bulk of the new orders are coming from distributing houses located along the Mexican border.

The annual meeting of the United States Glass Co. will be held the latter part of this month. The re-election of the present officials is a foregone conclusion. The business of the company in June and July was the heaviest two months in its history.

There is a growing tendency among glass manufacturers to eliminate the manufacturing of cheap lines, and this has resulted in many molds being sent to the scrap heap. The trend of the trade to-day is to buy a better grade of merchandise.

The "Pennsy" porch ball, a new patented item just shown the trade by the Pennsylvania Glass and Mfg. Co., is hexagonal in shape, with a depth of eight inches and has a 3¼-inch fitter—the standard porch ring. It is of highly polished white glass, and to one of the panels is attached a frame of metal in which interchangeable figures are placed to give the street number of the residence. At night the numbers are illuminated; showing white on a black background.

After attending the glass conference in Atlantic City, President M. G. Bryce made a tour of the Eastern offices of the United States Glass Co. before returning home.

Liberal business for confectioners' display jars has been placed of late.

Stockholders of the Fostoria Glass Co., Moundsville, W. Va., have received $13,000 in the form of a quarterly 2 per cent dividend on its $500,000 capitalization.

AT CHICAGO.

TRADE processes were reduced to the minimum last week, pending the arrival of cooler weather. The department stores did little business. All who could get away went on vacations out of the scorched city.

* *

In glass circles here there is serious apprehension that the severe heat of the past few weeks has cut down the production at the various factories. Representatives here are depending on a good output this summer to make prompt shipments possible this fall.

* *

Charles Patterson, buyer of glassware and china for Carson, Pirie, Scott & Co., has gone to Jackson, Mich., with C. W. Reasner, of Kelly & Reasner, who has a farm at that point, with all recreation facilities. Both gentlemen will be gone for about ten days.

* *

B. H. Palmer, traveler for the United States Glass Co., has returned to the Chicago office after spending several weeks at the factory at Tiffin, O. Mr. Palmer will leave shortly for a trip through his territory.

* *

E. Michael Meder has taken on the line of the Diamond Glass Co., Indiana, Pa.

* *

Otto Heinz, president of the Cut Glass Specialty Co., St. Charles Ill., who was a visitor here last week, says that he is able to see a considerable improvement in the cut glasss field during the past few weeks, although the difficulty in securing the right sort of blanks is still one of the great obstacles.

* *

The department stores closed one hour earlier than usual last week on account of the intense heat.

* *

T. M. Schollenberger has left for Fox Lake, Mich., to spend a few days in well-earned recreation. He made the entire trip by water with the exception of the brief train ride from Muskegon down to the lake.

* *

The proposed picnic of Pick's Progressive Association will not be held owing to the fact that the company is so busy as to take a day off at this time is out of the question.

* *

Miss Lettie Mann, buyer of glassware for Marshall Field & Co. who has just returned from a trip among the Eastern factories and import houses, left last week for a vacation in Michigan.

* *

Next week is "Market Week," and the crockery and glass men are all preparing special displays and making arrangements for the reception of visitors, The summer meeting of the Manufacturers' and Importers' Association is to be held at the Palmer House during the week, and as these five and ten cent merchants are strong buyers of both crockery and glassware, the week is of two-fold significance to the trade here.

* *

William Howell, of Pitkin & Brooks, finds the situation somewhat easier on French and English china, albeit conditions for production on the other side are no better. Stock patterns are everywhere getting very low, according to Mr. Howell.

* *

Walter B. Andrews, representing the Duncan & Miller Glass Co., has been very busy calling on the city trade since his return from his three weeks' fishing trip.

BADLY-CUT LEG AS RESULT OF EXPLOSION.

A CURIOUS aftermath of last Monday's munitions explosion was that Jesse [illegible] with [illegible] hotel supply house of Henry Birn & Son, 197 Grand street, while visiting on Monday a neighboring establishment that had been damaged considerably, stepped on a big piece of glass which flew up and struck him in the leg, inflicting a deep wound about nine inches long. An ambulance was called, and after being stitched up he was taken to the hospital, where he remained until Tuesday night.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

Miss E Brennan, c, g, l, Rothschild & Co, Chicago. 215 Fourth ave.

J D Van Allen, c, g, Clinton, Ia. Imperial.

W Rehfield, hf, Gimbel Bros, Milwaukee. B'way and 32d.

Gus Blass, hf, Gus Blass Co, Little Rock. 148 West 23d.

Miss M Ward, c, g, Daniels & Fisher Stores Co, Denver. 71 West 23d.

N McColgan, c, g, J L Chalifoux Co, Lowell. 1239 B'way.

J D Reitman, hf, Moscow, Russia. 90 Wall st.

R A Patout, hf, R A Patout Co, Navasota, Tex. 1133 B'way.

A Schinagl, c, g, Siegel, Cooper & Co, Chicago. 13 East 22d.

C M Betteridge, hf, t, J W Knapp Co, Lansing, Mich. 1270 B'way.

H Cole, hf, Wilmington (N C) Furniture Co. Navarre.

J W Barger, hf, Barger Furniture Co, Danville, Ill. New Victoria.

H Walker, hf, W & H Walker, Pittsburgh. 200 Fifth ave.

W B Mitchell, hf, Dorsen Co, Syracuse. 225 Fifth ave.

E N Smith, hf, W L Milner Co, Toledo, O. 116 West 32d.
A Schuchat, c, g, Famous & Barr Co, St Louis. 37 West 26th.
S Falk, t, and F Earley, g, R H White Co, Boston. 470 Fourth ave.
C Herman, hf, c, t, Eisenberg's, Baltimore. McAlpin.

JUNE EXPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent to the United States during the month of June amounted to £26,457—a decrease of £10,984 compared with the figures for the month of May.

PYREX PARK.

THE citizens of Corning, N. Y., have named their new ball grounds Pyrex Park in honor of the famous product of the Corning Glass Works, and on a recent Sunday, when a band concert by an organization of forty pieces preceded the ball game, a local paper estimated that 5,721 people were in attendance, 3,120 of whom were of the fair sex. The people of Corning and vicinity evidently believe in healthy enjoyment and recreation.

BUSINESS BRIEFS.

The Sunshine Cut Glass Co. has been incorporated at Cleveland by C. R. Brown with a capital of $10,000.

* *

The Hellers Portable Lamp Co. has been incorporated with capital $50,000. Wilson P. Marchback, Vincent King and Thomas Corbitt all of New York are the incorporators.

* *

A new department store has been opened at Brockport, N. Y., under the name of Moore & Kimball, Inc., with a capital of $25,000. The incorporators are A. L. Kimball A. L. and L. K. Cornwall.

* *

The imports of earthenware at the port of Quebec, Canada, in 1914 were $179,228. Of these $40,762 worth went from the United States. In 1915 the imports were $93,525, of which $35,269 worth went from the United States. While the total imports fell off $85,703, those from this country only dropped $5,493.

* *

Cuba imported pottery and porcelain to the value of $870,831 in 1914 and $843,514 in 1915. Of the imports in 1915 the United States sent $286,557, Germany $46,470, Spain $165,852, France $42,969, and England $167,785. Its imported glass and crystal to the value of $1,236,686 in 1914 and $1,345,708 in 1915. Of the 1915 importations the United States sent $845,044, Germany $41,504, Spain $224,706, France $96,385, and England $58,270.

STRAUS DIRECTS REINSTATEMENT.

THE dispute which threatened to cause a strike of 2,000 employees of the Lalance & Grosjean Mfg. Co. has been settled by Oscar S. Straus, chairman of the Public Service Commission, who acted as arbitrator. The row concerned the company's discharge of a man who refused to work at a time when his refusal made idle fifty other men. Mr. Straus said that, strictly speaking, the company was right, but in view of other features he directed the company to reinstate the man.

PRAEL, HEGELE & CO. RETIRE FROM BUSINESS.

LAST week saw the purchase by M. Seller & Co. of the stock and good will of Prael, Hegele & Co., wholesalers of crockery and housefurnishings, Portland Ore. Sanford Lowengart, manager for M. Seller & Co., said that his firm would continue in its own store many of the lines heretofore handled exclusively by Prael, Hegele & Co.

JUDICIOUS BUYING.

DO you really think out the methods you use in your store? In this connection can you give a good reason for everything you do?

For example:

Do you send an order to your wholesalers only when your bins and tables are empty? Do you write them for goods only when a customer finds you're out of merchandise? Do you postpone your buying until a traveling man comes?

If you wait until your bins are empty or until a customer calls your attention to your lack of certain kinds of merchandise, you are doing business by guesswork, and really deserve to fail, says "Playthings." In this case you are not running your store; you are allowing it to run itself.

Do you wait until necessity compels you to get goods?

If you postpone buying until a traveling man comes you have a lazy store. You don't work or buy when you ought, but when it is easiest for you to do so- when somebody else can lighten the burden.

You should have a perfectly definite plan to guide your buying. You should know how much merchandise you have sold over regular periods in the past. Only in this way can you know the merchandise you will need in the future. Combine statistics of this kind with the needs of your market and you'll come pretty close to judging the demand.

BLAZE AT GREENWOOD POTTERY.

FIRE partly destroyed the Greenwood Pottery, Trenton, N. J., July 29, entailing loss of $100,000. Owing to the fact that a $25,000 fire visited the same place three months ago there were rumors of incendiarism, but nothing could be found to substantiate this belief. The flames started in the engine room and communicated with the plate and jigger departments, where most of damage was done. Owing to the unfavorable location of buildings the firemen had difficulty in fighting the flames.

"SOME OTHER GUY" GOT THE CREDIT.

LITTLE ROCK, ARK., July 29, 1916.

Editor CROCKERY AND GLASS JOURNAL.

A notice in the "Personal" column of your July 13th issue announces the arrival of a son to "J. W. Sanders," of this city.

Now, I hardly think this is fair. When a man lives as a bachelor as long as I have, gets married, has a son, and then for some other guy to get credit for it —well, that is "rubbing it in."

The funny part about it is that there does happen to be a J. W. Sanders in this town.

Now, square yourself, or I won't speak to you the next time I meet you in the "District."

With best wishes, to you and your paper,

I am, sincerely,

F. W. SANDERS.

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POINTERS FOR BUYERS.

DO YOU WANT CUT GLASS?

L. Straus & Sons are among the most prominent glass cutters in the country and have achieved a national reputation for quality, originality of design, novelty and variety in shapes. And this is but one of their lines. They have hundreds of goods things in pottery, bric-a-brac and marble statuary, and prospective buyers ought not to visit the market without calling on them.

EVERYTHING IN BASKETRY.

The Basket Novelty Co. calls special attention in their advertisement in this issue to their line of waste baskets, which is well worth a visit to their salesroom to see, to say nothing of the hundreds of other items in artistic basketry. No other manufacturer in the country makes such a diversified assortment, which includes many novelties formerly only to be had from abroad. There are waste baskets of all shapes and sizes, in original designs, and some are silk-lined to correspond with the finish. There are also bird-cages and stands, jardinieres and pedestals, hanging baskets—in short, everything thought of in basket-ware is there in great variety and in finishes that are very attractive—bronze effects, blue and silver, tinted ivory, etc. The concern will be glad to forward samples prepaid on approval.

A COLLECTION WORTH SEEING.

The Saul Mfg. Co. have prepared an irresistible menu of good things to tempt the appetite of the buyer hungry for "something different." It is given in detail in their advertisement. They have spent weeks in assembling new lines, and the number of visitors at their showroom these days is evidence of the fact that they have what the trade wants. Their showing of cut glass is a particularly strong feature of the display, and introduces a winner in the "Brighton" pattern, a clever combination floral and mitre cutting. There is a line of extremely artistic, yet inexpensive, pottery, and a good showing of silver-plated novelties, while "Florence Ware" offers some new things in plastic statuary. Also of importance is their display of lamps, which has a variety of new shapes and finishes.

NEW COLORS AND SHAPES IN JAPANESE WARE.

The line of Awaji ware, a specialty with the Tajimi Co., is being shown in additional colors and in a much larger selection of pieces than ever before. It is now to be had in the most charming shades imaginable—old blue, corn yellow, mulberry, olive green and old rose, the last-mentioned being a decided acquisition to the line. Flower bowls in all shapes and sizes, prettily-shaped baskets, tea sets, candlesticks, incense burners and vases, as well as many other novel articles, are on display.

MAKE A NOTE OF IT.

A new address for the buyer contemplating a visit to the New York market in quest of fall goods to remember is that of the Charles P. Schuller Cut Glass and Lamp Co., 25 West Twenty-third street. There are a host of good things there that no dealer can afford to overlook. Chas. P. Schuller has had years of experience in catering to the trade and is thoroughly acquainted with every phase of the retailer's requirements. The cut glass department is especially interesting with its scores of new creations in deep and light cut ware, and features several specials that have made an instant hit. One of the new deep cut patterns, known as the "Petunia," fairly bristles with originality. Among the other attractive lines are mahogany lamps, gold lamps, smokers' sets, desk sets, marbles and "Cameo Ware," the latter featuring a live assortment of beautifully-molded and artistically-colored figures known as the "Wave Crest" assortment.

PLATES THAT ARE A FEAST FOR THE EYE.

A number of new patterns in rich service plates from the Royal Worcester factory were added last week to the comprehensive exhibition of samples from this factory made by their American representatives, Maddock & Miller. The Adam school of design is used as the basis for the decorations, the simplicity of this period admitting of the liberties the designers have taken in its elaboration. Every one of the patterns deserves the distinction of being classed as a work of art; but probably those that will attract particular attention on account of an unusually unique treatment are two or three in solid gold encrustations employing the famous old Worcester medallions of fruit or flowers in the center of the plate. Others that will cause comment are an encrusted center with orchid border by a renowned artist, and a wonderful color encrustation with gold-encrusted band. The skill of this concern's corps of decorators was never shown to better advantage than in these patterns, which are wonderful in their execution.

SPOON HOUSE IN NEW LOCATION.

The Hirsch-Malgood Co., formerly the L. & B. Novelty Co., known as "The Spoon House of America," are now settled at their new quarters, 152 Bleecker street, where they have vastly-improved conditions over their old location for manufacturing their large line of glass spoons and novelties. The greatly-increased space afforded in the new factory enables them to turn out a large volume of business and insures prompt deliveries on all orders. The installing of an entire new equipment, the most modern that money can buy, for turning out a high grade line of this character is another step forward and a further instance of the progressiveness of the concern. The spacious offices and salesroom are also a convenience

over the old location. In keeping with their enterprise the concern is showing a new line known as the Blue and White assortment of tableware, which includes all sorts of spoons, for every purpose, with opal handles and turquoise bowls and trimmings. This is a novelty the like of which has never been obtainable even in the European markets. The line is also carried out in sherbet sets, oyster cocktail sets, etc. and should sell like wildfire for the holiday trade, or, in fact, at any time.

ALUMINUM KETTLE WITH SLIDING COVER.

Max Hirsch has taken on another line in addition to the Buffalo Mfg. Co.'s metal ware specialties—a complete assortment of cast aluminum ware from the Aluminum Mfg. Co., Des Moines, Iowa. A noticeable feature of the line is its substantiality and fine finish. A Colonial kettle with patented sliding cover is one of the items deserving special notice.

U. S. GLASS CO. TURNS OUT NEW LINE.

The United States Glass Co.'s new art line has created a sensation at the company's local salesroom. Every buyer who has seen it is enthusiastic about the wonderfully-rich colors of topaz, sapphire and amethyst, to say nothing of the collection of articles in such a variety of odd shapes in which it is made. Nothing prettier than the above-mentioned colors has been seen in the market in a long time, and an innovation in connection with colored glassware lies in the fact that besides being shown plain it may also be had in light cut designs, the effect of the cutting on the colored glass being really charming. Buyers who have not already seen the line should lose no time in paying a visit to this company's salesroom.

A CROWD-DRAWING WINDOW.

C. Dorflinger & Sons are making a window display of blue glass that is drawing crowds of people. It is a long time since anything as attractive has been shown in any of the trade's outer displays.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half nch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—A girl used to glassware, to look after samples in showroom. C. Dorflinger & Sons, 36 Murray street.

SALESMAN WANTED—To handle the most up-to-date and salable line of decorated basketry and novelties on the market. Devote entire time or as a side line. Fine proposition for a man who is well acquainted with the trade. Commission basis. Address Basketry, this office.

SITUATIONS WANTED.

AN A1 cut glass salesman of wide experience wishes to associate himself with an established factory turning out a popular-priced line. Have an extensive acquaintance with the trade throughout the Middle West, West and South. Address A 987, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The BLUE SPODE'S TOWER,	W. T. Copeland & Son.
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd.
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LAFAYETTE,	Villeroy & Boch, Dresden
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 10, 1916.

THE CONDITION OF BUSINESS.

New York

Judging from the mail orders that are coming in every day, the shortage of wares in the hands of retailers is becoming acute. Buyers who are here are seeking goods for immediate delivery, but are meeting with poor success. Stocks are badly broken in the hands of importers. Shelves and counters make a fair showing of goods; but lines are so incomplete that they are almost useless to the buyer. The same is true of retail stocks. While shelves are full, it is very difficult to supply what is wanted.

Our reports from the factories are to the effect that, despite the hot weather and vacation time, orders continue to come in unsolicited. About the same condition as regards stock applies to the manufacturer as it does to the importer. Buyers are getting desperate. The most urgent appeals are politely but firmly turned down, and orders are taken only with the promise of shipment in turn. A little relief is expected in the next few weeks, as import orders are beginning to come in. There have been some heavy receipts lately; but, compared with normal shipments, they are but drops in a bucket.

Foreign factories are doing remarkably well, considering conditions. The French factories are short of men and fuel, and yet are sending quite a lot of goods. The English factories not only have this market to care for, but all of their colonies. Working with not more than forty per cent of their usual forces, the English potteries have increased their shipments to eight of their export points over last year, while they have decreased in only two, one of which is America. Of course no German goods at all are coming.

Retail trade in and around New York has not been over-brisk. This is probably not out of the ordinary for the time of year, but after the active trade that has been going on it seems quiet.

The demand throughout the country is perhaps a little better than usual, and unquestionably sales would be heavier if there were stocks to draw from. Indications point to a continued demand throughout the fall.

Importers may look for a good business for spring delivery. The country is about $3,000,000 short on foreign goods, and the domestic factories, while working with all the men they can get, will be about twenty per cent short of their full output.

The labor problem is a serious one, and there does not seem to be any relief in sight. It takes time to make potters and glass makers, and with our present child labor laws it is hard to find material to educate for these industries.

Pittsburgh and Vicinity

Orders are plentiful. Some salesmen have started out on late summer trips and are forwarding heavy specifications. Mail business is as active as ever. Buyers are asking for quick shipments, but almost invariably have to wait their turn. There are exceedingly few exceptions to this rule. General

lines are in good demand. Tumblers are especially active. Lighting glassware is having a large sale—in fact, this line is in heavier request than during the first quarter of the year. Portables for fall delivery are being sought in liberal volume.

East Liverpool and Vicinity

Pottery manufacturers in the Eastern Ohio district are bending every effort to create increased production. Wages have been advanced with this end in view, and ere long a decided improvement in shipping is anticipated. Mail orders continue active, and the bulk of the new business being accepted is for sixty-day shipment. A shortage of workers continues to a greater or less degree throughout the district. The demand for decorated ware is heavy. Some buyers have been unable to place carload orders for quick delivery on account of the present rush of business. Flat ware is scarce, manufacturers being unable to keep full stocks in warehouses.

CHAIN SCREEN DOORS FOR GLASS FURNACES.

EVERYONE who has had to work around ovens and furnaces knows what discomfort has to be endured by the attendants from the heat and gases coming out through the uncovered opening when the doors are thrown open, and, further, what a chilling effect the inrushing cold air has upon the interior of the furnace and its contents. Doors, however, must be opened; be it to renew the charge, manipulate the contents, or study the interior conditions.

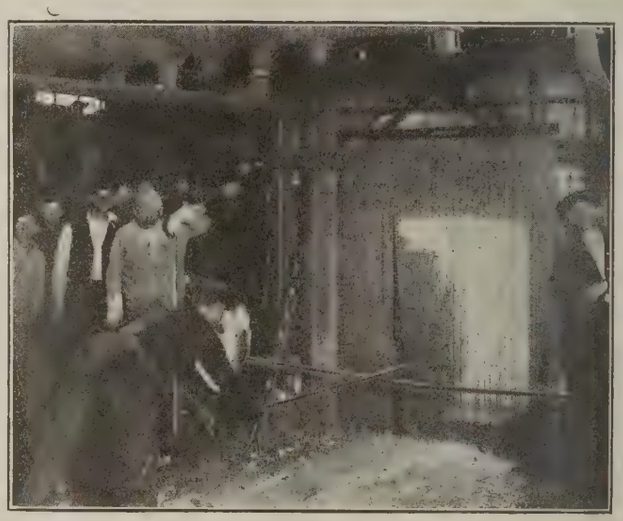
Many makeshifts have been devised in the glass factory to avoid the adverse conditions arising from the opened furnace door, but until the advent of the ingenious Wiegand chain screen door nothing properly served the purpose. What was demanded was a door or shield which would permit a clear, unhampered view of the interior of the furnace or oven—would not in any way interfere with the free manipulation of the tools required to care for the interior, yet a door that would keep the heat in and the cold air out. In other words, a door was required which should possess at the same time the qualities of opaqueness, transparency and penetrability. This was a seeming impossibility until the chain screen doors were put on the market by the E. J. Codd Co., of Baltimore.

These chain screen doors consist of a multitude of hanging individual strands of steel chain suspended close together from a steel bar in a manner to form a continuous sheet or curtain of chain, not unlike the familiar Japanese screen.

This curtain of chain, hung before the uncovered opening to a furnace, and looking like a coat of mail, effectively hinders the heat, glare, gases and sparks from leaving the furnace and the cold air from entering. The loosely-hanging strands of light chain with ease are parted and pressed aside by the tools or other objects projected into the furnace, only to fall together again when entrance has been effected.

The hole in the links of chain permit an unhampered view of the interior—in fact, a betfer survey than under ordinary conditions may be obtained, as the effect is similar to looking into the furnace through a piece of wire gauze.

In some plants, when it is necessary to work in front of the uncovered oven or furnace, the workmen are obliged to stand back a great distance from their work and to protect their bodies from the heat and glare with large sheet-iron shields which are supported by one



WORKMEN PROTECTED BY CHAIN SCREEN.

hand, while the other manipulates the tools. This seriously handicaps the workman and cuts his efficiency in half. In those plants where the new chain screens have been employed the workman has both hands available for his work and may, with comfort, freely manipulate his tools while standing within a few inches of his work.

When it is necessary to remove a damaged pot in a glass works the chain screen shield is lowered in front of the wall enclosing the pot that is to be removed. The wall is then torn down, and the hot blocks composing the same are dragged through the chain shield and set aside. Now the broken pot is clearly seen in the furnace behind the screen, which closes the opening to the furnace, and the workmen may operate without discomfort close to the pot itself. The absence of heat and glare, coupled with the ability to see clearly what they are doing, enables the workmen to quickly pry up the pot, shove the nose of the pot truck under the pot and drag it through the perfectly penetrable and flexible shield out of the furnace. The strands of chain offer no obstruction to the passage of the truck and pot, immediately falling together again when the pot has passed, closing the opening; thus keeping the heat within and the cold drafts out of the oven or furnace.

When the truck carrying the pot glowing with heat arrives before the chain screen shield protecting the furnace it is pushed boldly through the same. When once the truck and its pot have passed through the chains the latter close together, protecting the workmen from the radiant heat and the new pot and the whole furnace from drafts of cold air.

The work of setting the new pot and walling it in is performed with this transparent shield intervening between the men and the glowing masses, insuring comfort and consequent rapidity of the operation and the avoidance of considerable cooling, which always takes place where the old forms of sheet-iron shields and doors are used.

Glass workers all know how great a heat rushes from the uncovered furnace. Measured on the thermometer it shows a temperature of over 600 degrees; yet when one of these chain screens is placed in front of the opening the temperature is lowered to such an extent that you may hold your bare hand without danger or discomfort within an inch or so of the protecting screen.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 8, 1916

FOWEY

877	tons	china clay.....Hammill & Gillespie
323	"	" .....Moore & Munger
70	"	" .....Perkins, Goodwin & Co
387	"	" .....J B Moore & Co
765	"	" .....J W Higman & Co
80	casks	" .....J L Smith & Co
96	"	" .....A J Salamon & Bros

HAVRE

5	packages	toys.....Geo Borgfeldt & Co
71	"	" .....F W Woolworth & Co

ILOILO

300	packages	chinaware.....Morimura Bros
2	"	" .....T E Ragamount
227	"	" .....Katagiri Bros
46	"	" .....Schauer & Co
104	"	" .....A L Tuska & Co
82	"	" .....Huber Bros
243	"	" .....Mogi, Momonoi & Co
21	"	" .....L Wolf & Co
65	"	" .....Butler Bros
340	"	" .....Geo Borgfeldt & Co
38	"	" .....C B Rouss
69	"	" .....L Straus & Sons
70	"	toys.....Geo Borgfeldt & Co
6	"	" .....Calumet Mfg Co
6	"	" .....Thomsen & Co
39	"	" .....Schauer & Co
32	"	" .....Hovey Bros
21	"	glassware.....J B Vandegrift & Co
8	"	.....Miscellaneous Orders

BRISTOL

201	packages	china clay.....Hammill & Gillespie
1	"	" .....G Knowles & Son
1	"	" .....J Arkel & Co
2	"	" .....Moore & Munger

LIVERPOOL

5	packages	earthenware.....G Collamore & Co
27	"	" .....E Boote
3	"	" .....Davis Collamore & Co
2	"	" .....F L Kraemer & Co
4	"	" .....W H Plummer & Co
18	"	" .....Knauth, Nachod & Kuhne
6	"	" .....Butler Bros
3	"	" .....Maddock & Miller
2	"	" .....L Straus & Sons
20	"	" .....L A Consmiller
3	"	" .....H C Edmiston
4	"	chniaware.....Rowland & Marsellus Co
17	"	" .....J Davison
8	"	" .....Alpers & Mott
9	"	glassware.....T S Todd & Co
3	"	toys.....Geo Borgfeldt & Co

ROTTERDAM

14	packages	earthenware.....F Bing & Co
11	"	" .....M J Corbett & Co
12	"	glassware.....F W VonStade
30	"	" .....L Popper & Sons
11	"	" .....Frank & Co
1	"	chinaware.....Geo Borgfeldt & Co
5	"	" .....E Torlotting
80	"	" .....Secretary of Commerce
67	"	toys.....Adams Express Co

BORDEAUX

205	packages	chinaware.....Haviland & Co
56	"	" .....Wm Guerin & Co
11	"	" .....J H Venon
18	"	" .....Burley & Tyrrell Co
4	"	" .....J Wanamaker
6	"	" .....Mitchell, Woodbury Co
4	"	" .....G W Sheldon & Co
20	"	" .....H Creange
14	"	" .....Vogt & Dose
19	"	" .....A G Moment
13	"	" .....Justin Tharaud
240	"	" .....L Bernardaud & Co
119	"	" .....Haviland & Abbot Co
7	"	" .....Gimbel Bros
2	"	glassware.....E Utard
2	"	" .....Eder & Caldirollo
3	"	toys.....F A O Schwarz

COPENHAGEN

25	packages	chinaware.....Royal Copenhagen Porcelain Co

BUSINESS BRIEFS.

Jesse I. Straus of R. H. Macy & Co., recently bought the properties at 149 and 151 West Thirty-fourth street and 148 West Thirty-fifth street, which front 47 and 50 feet respectively, and adjoin the rear of the Macy store.

* *

Creditors of the Omaha Cut Glass Co. have filed a petition asking that the company be adjudged bankrupt. The creditors named in the petition are the Libbey Cut Glass Co., Toledo, O., $714; the McKee Glass Co., Jeannette, Pa., $667, and the Richardson Drug Co., Omaha, $29.

* *

Edmondson Warrin, who has been doing business under the title of Warrin & Sons, china decorators, has taken into partnership C. Franz, who has been associ-

ated with the firm for more than twenty years. The business will be continued under the name of Edmondson Warrin & Co.

ADVANCED METHODS OF DISPLAY.

FOUR rooms are required for the proper display of the new designs in portable lamps which are being introduced to the trade by the Jefferson Glass Co., of Follansbee, W. Va. The photograph reproduced herewith was taken in the Hotel La Salle when the line was being displayed in Chicago. Similar displays have been made at the Fort Pitt Hotel in Pittsburgh, Hotel Statler, Detroit, and the Statler in Cleveland. Each item is displayed on a small table suitably draped, and the tables are so grouped in the rooms that each lamp can be considered individually in a natural environment and also be compared with the others in the group.



ONE OF THE JEFFERSON GLASS CO.'S DISPLAY ROOMS AT HOTEL LA SALLE, CHICAGO.

Displays of this sort in permanent showrooms are to be expected, but a traveling exhibit of this character is unusual. An inspection of the line, however, shows ample justification for any amount of expense and labor in arranging the display, and also reveals the fact that the semi-isolation of each item emphasizes individual beauties of design and coloring which would be subdued or lost in a more compact grouping.

KNOWING THE COSTS.

THE Federal Trade Commission has issued pamphlets, one for manufacturers and one for retailers, designed as aids to establish reliable cost systems, and will supply them to applicants free of charge. They are concise and full of helpful hints. A careful perusal is advised, for no matter how good a system one may have, there is always a chance for improvement, and these pamphlets may show the way.

THE SALESMEN'S OUTING.

AS the time draws near to August 26th, the date for the outing of the Pottery, Glass and Brass Salesmen's Association, the committees, which have been doing good work all along, are putting out more energy, and all hands are pushing the sale of tickets. From advance sales it looks as if there is to be a larger attendance than last year, which was big. Rain or shine, there will be plenty of fun, and everybody should go. If no one asks you to buy a ticket it is because they think the "other fellow" has you on his list. Don't wait to be asked. Apply to any member. Last year there were some who said they did not go because no one asked them. They should not be allowed to have that excuse this year.

The committee on prizes has not yet completed its list, but the following have already been secured:

Thos. G. Jones, cut glass article.
Fred. C. Brey, silk umbrella.
J. J. Hines, gold-decorated cut glass liquor set.
Kiefer Bros., cut glass fruit bowl.
Gus Rhode, five-dollar gold piece.
H. Benedikt, five-dollar gold piece.
Central Gas Light Co., five-dollar gold piece.
D. King Irwin, crystal percolator.
Julius Rosenfeld, desk set.

James M. Stewart, E. H. Hammond, Justin Tharaud and J. M. Miller have each promised prizes.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-Indirect; Domes, Shades, etc.

THE Bradley & Hubbard Mfg. Co.'s designers can always be depended upon to turn out patterns that break away from the beaten track, and the buyer who is after new ideas in lamp styles invariably looks to this concern without disappointment. This season's line contains more fine finishes and clever shapes than ever, and a most decided departure from what is ordinarily seen in connection with metal lamps—viz., parchment shades. Metal frames to match the base have panels of beautifully-decorated parchment in unique designs and colorings.

The Pittsburgh Lamp, Brass and Glass Co.'s salesroom is proving a great attraction to buyers this season, with its comprehensive showing of new electric and gas portable lamps, not to mention the variety of new things to be seen in illuminating glassware. The progressiveness of this concern is apparent in every line it turns out, each year surpassing the past in up-to-date designs, etc. The latest is a novelty in a desk or piano lamp fitted with a dainty snail-shell shade decorated with a water-growing plant. Just added to the lighting glassware exhibit is a new line of semi-indirect bowls with shower shades to match in absolutely unique shapes and decorative treatments, the latter consisting of a very wide border with an etching on an iced background, while the center and small band around the edge are of frosted embossed glass. These are shown in blue, old rose, yellow, and plain.

The dealer looking for unusualness in an attractively-priced line of lamps will find it at the salesroom of T. W. Hamilton, New York sales agent for the H. E. Rainaud Co. Their latest efforts in electric and gas portable lamps contain many novel conceptions in design and finish. Among those that are particularly good are the Du Barry bronze, Grecian bronze, an antique copper, and a mahogany. In the latter no attempt has been made to imitate the wood other than a rich mahogany shade that is very pleasing.

Every lamp in this season's large and varied display at the salesroom of the Imperial Art Glass and Lamp Works is entirely new—not one of the old numbers being carried over. As usual, the concern is specializing in electric and gas portables at moderate prices, and justly prides itself upon the originality of the designs. The showing embraces many styles of goods, ranging from adjustable desk and boudoir lamps to the regulation table sizes.

A lamp line new to the Eastern market with which every buyer should become acquainted is that of the International Picture Frame Co., of Chicago, which recently opened a New York office at 225 Fifth avenue under the management of Ben. L. Schliman. The concern make an especially impressive display of mahogany, Circassian walnut, gold and ivory designs, and a feature worthy of special commendation is their artistic silk shades.

The M. Herbert Co. have just put on view a line of mahogany floor lamps made in correct Japanese designs. The stands are hand-painted and the shades are of silk, cretonne, or some other fabric decorated to match. There are also table and desk lamps and smokers' stands in the same style. Although these are made in New York, so much care has been taken to copy the Japanese manner that it is almost impossible to believe they are domestic creations.

The showrooms of Wm. R. Noe & Sons are never lacking in interest, no matter how often one may visit them. One of the newest specialties brought out by the concern is the "Dainty Candlestick," which describes it exactly. The firm's advertising writer says: "It's the swellest yet, by far; if it does not impress the trade we will put up our shutters." The candlestick is made of solid mahogany in a very quaint antique shape that has a charm all its own. This is fitted with one of the concern's "Perfect Candle Lamps" and a pretty silk shade exactly suited to its style.

Among C. Dorflinger & Sons' beautiful reproductions of Venetian glassware none attract more attention than the candlesticks. Odd in shape, and in wonderful

shades of color, they have met with such approval that interior decorators, who formerly used the imported ware exclusively, now buy them extensively.

Morimura Bros. have in stock ready for immediate delivery some rare specimens of Japanese and Chinese art goods, including Shippo bronze lamp mounts, mandarin shades, lacquer lamps and electroliers, floor lamps, embroideries and brocades for making lamp shades, and an almost endless variety of art objects from both Japan and China in bronze, wood and pottery. Such a display has never before been seen in this country.

AT CHICAGO.

AS expected, "Market Week" has brought thousands of buyers to the city, and among them the crockery and glass trade was well represented, heavy fall stock orders being given in many cases.

* *

A. L. Reber, who travels for Earl W. Newton, was in the city for a few days this week. Mr. Reber makes his headquarters at Columbus, O.

* *

O. C. Helm, of the Ira A. Jones Co., is expected home this week from his vacation in Northern Michigan.

* *

O. B. Eckland, of the Central Cut Glass Co., is back from a trip to the Eastern blank factories.

* *

Charles Patterson, buyer for Carson, Pirie, Scott & Co , has returned from his vacation at Jackson, Mich.

* *

George Brush, of the Brush-McCoy Pottery Co., is expected in the city on his annual fall visit in a couple of weeks.

* *

C. W. Reasner, of Kelly & Reasner, who spent his vacation with the cows and chickens in Michigan, is back on the job again.

* *

Takito, Ogawa & Co. say that the demand for Japanese china was never better. They advance two reasons for this: the lack of imported goods from Europe and the vast improvement in the workmanship of the Japanese china makers.

*

Harry Berliner, buyer of glassware for Gimbel Brothers, Milwaukee, was a visitor in the city this week.

* *

R M. Peare, manager of the Chicago branch of the Pittsburgh Lamp, Brass and Glass Co , reports an exceptionally heavy business during July. The new samples of bowls for semi-indirect lighting show considerable decoration, etched bands being conspicuous on the more conventional pieces, while Dutch scenes are represented on others.

*

The threatened railroad strike is, of course, causing a great deal of discussion in the trade. However, there is a general feeling that arbitration will prevail. The entrance of the Federal government into the difficulty has added to the feeling of security, as the glass men do not believe the present administration, with the election so near at hand, could afford to allow a disastrous strike of this character to be called.

* *

The annual picnic and outing of "The Fair" at Dellwood Park was a great success. Department heads and employees to the number of over a thousand were present.

* *

S. N. Lee, San Antonio, Tex., was in the city buying crockery last week.

* *

Cut glass will be prominently displayed at the approaching convention of the American National Retail Jewelers' Association at Minneapolis, August 29 to September 1. Local concerns are much interested in the affair. The present plan is to have all the exhibits on the first floor of the hotel.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 22, '16	Corresponding period 1915	Exports Jan. 1 to July 22, '16	Corresponding period 1915
New York.....	140	220	6404	5547
Boston.....	39	128	2628	2990
Philadelphia	....	46	420	1761
Baltimore	....	62	2067	4936
San Francisco	3	....	586	942
New Orleans..	2	....	78	401
Portland, Me..	....	....	249	1006
Galveston ...	....	....	....	....
Newport News.	....	....	....	54
Portland, Ore	....	....	16	140
Inland Points	....	13	285	424
Total	184	469	12733	18201

From David Inglis & Co.'s Circular

TO	Shipments week end'g July 15, '16	Corresponding period 1915	Exports Jan. 1st to July 15, '16	Corresponding period 1915
Boston	201	80	2847	2862
New York	75	265	6604	5327
Baltimore ..	30	124	2225	4874
Philadelphia ..	15	....	419	1727
New Orleans	....	27	84	401
Newport News.	....	....	....	54
San Francisco.	....	37	583	972
Portland, Me..	....	....	484	1006
Galveston.	....	....	....	....
Portland, Ore..	....	....	16	140
Inland Points..	....	25	100	388
Total..	321	558	13362	17751

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers throughout the country, as well as buyers, are vitally concerned in the outcome of conferences between the representatives of 225 railroad corporations and their employees A most serious situation will be presented should a strike of the trainmen result. In common with other industries, the glass manufacturers see no other course but to close their factories until transportation relief is forthcoming.

The United States Glass Co. is at present engaged in research work looking to a new method of decorating lighting glassware. Tests and trials so far made lead the officials to believe that the success of the efforts will revolutionize the glass-decorating business.

Former-president Knox of the United States Glass Co. has several relatives who have answered the call to the English colors. One is a lieutenant in a Canadian regiment, while another enlisted in England.

A number of wholesalers say that they stand ready to pay a resonable premium for glass if they can secure immediate deliveries. "Several cents more per dozen on tumblers, for instance, would be no objection if I could get the goods," said one.

Harper J. Ransburg, manufacturers' agent, with headquarters in Indianapolis, spent several days in the district placing orders for glass.

Bar glassware continues exceptionally active. Large wholesalers in the South placed orders for several carloads here during the past week, delivery to be made as quickly as possible.

C. R. C. Brown, for sixty years buyer of glass for the George H. Bowman Co., Cleveland, and C. P. Reddrop, for many years sales manager for the Summit China Co., Akron, O., have severed their affiliations with those concerns and have formed the Sunshine Cut Glass Co. at West Seventy-first street, Cleveland. Both were here a few days ago buying blanks. The company is doing contract work for several large interests, special lines being manufactured for the individual houses.

Boys employed in the glass factories have this summer caused more trouble than ever before. The manufacturers seem unable to control them, and they quit work whenever they feel like it.

Joseph Byers, advertising manager for the United States Glass Co., who has been off duty for six weeks on account of illness, has resumed his desk.

George Heisler, salesman for the Corning Glass Co., is spending his summer vacation at his home in East Liverpool.

The manufacturing prices of paste mold work having been advanced under the new working scale, a revision of the tumbler selling list may reasonably be expected.

"Wise buyers are looking ahead and anticipating their requirements," said the salesmanager of a large glass manufacturing concern "We now have on file large orders for portables for September, October and November delivery, and of course these will be taken care of. Orders received in October and November for December delivery will have a slim chance of being filled, from present indications."

Thomas H. Butcher, of the Central Glass Works, Wheeling, was here last Saturday mingling with friends.

England has been one of the heaviest buyers of American glassware this season. Hardly a boat leaves the Atlantic seaboard for the other side but what contains considerable tonnage of Pittsburgh glass.

Cut glass manufacturers have been active in placing orders for blanks. Any new piece is appreciated, it being the desire of cutters to get away from the old

conventional shapes. The retail trade is demanding novelties, and the blank manufacturers are doing their best to formulate new ideas.

Among the buyers visiting the district of late were Ernest W. Merrill, with the New England Furniture Co., Minneapolis; Mr. Shoup and O. E. Dignan, treasurer of the Regnier & Shoup Crockery Co., St. Joseph, Mo. After completing their work in this market all left for New York.

A heavy demand for jelly tumblers is reported by manufacturers. Prices are firm, and the market is steady.

Cumberland, Md. Alexander Sloan, manufacturing chemist, Cumberland, Md., recommends the use of synthetic cryolite in the manufacture of semi-translucent glass. He advocates its use in replacement of the natural product, and states that the same results may be obtained without damage to pots or tanks. The price is five cents per pound.

At a recent meeting of stockholders of the Wellington Glass Co., Cumberland, Md., these officers were elected: George L. Wellington, president; Merwin McKaig, vice-president; Richard J. Bruce, secretary and treasurer.

BITS OF COLOR IN THE HOME.

WOMEN who set about adorning their homes with intelligent understanding know that primary colors, even in small objects, must not be scattered about the place with an indiscriminately lavish hand. That a small object in the room be of a bright primary hue is not enough. The article itself must be beautiful as well; and not only that, but it must be placed at some focal point of interest.

Wonderful in its adaptability to this phase of interest is the new display of Venetian glass. Some of the more transparent colors seem to have caught the soul of the flame in their firing and to hold it gleaming in their veins.

The extraordinary thing about this exquisite glassware is that it is equally beautiful whether carried out in transparent or in opaque colorings. The range of effects is almost unlimited. The same applies, by the way, to the range of prices. However, when a fad attains the success that this one has price never stands in the way. It has largeely taken the place in the public fancy that has been held for years by cut glass.

Cut glass of the deep cut geometrical design has had its day. With all other things that were too ornate, it has been censured. Unquestionably in good taste, however, from the beginning and forever more, are certain other types of cut glass—the plain colonial piece cut in flat, prism-like effect; the exquisite Baccarat, the tall stoppered wine bottles, and simple forms whose beauty is their own translucent charm.

Glasses and decanters, according to the best authorities, depend upon their content of wine or other liquid for their color; so that the best glasses are the clear ones; and whatever ornament is used on them should preferably be placed toward the upper rim.

The best models of Venetian glass are those that are made as ornaments purely and not as parts of table service—vases, lamps, flower bowls, jugs, baskets, candlesticks, etc.

Among the glass decorative pieces this year are to be found some strikingly lovely things that are of pressed glass. These, of course, do not entail the skill and time in making that the artist craftsmen have put into their best work described above. Yet to the untrained eye that sees but little difference between them some are irresistibly attractive. The chief among these, perhaps, are the topaz-colored pieces called Tudor glass, modeled in form from some good antiques. These things go harmoniously with such dark dining room furniture as the Jacobean and other period styles.

The rage for color manifests itself also in the other brilliant pressed glass. Forms of fruit to be found in it are pears, red apples, lemons, oranges, bananas, plums and grapes, all daringly colored. They are not expensive, and piled up as they are on huge shallow black glass bowls they make rather remarkable splashes of decorative color.

Black vases, jars and covered boxes were never more in vogue. They are made more eccentric-looking by having placed in them one or two black artificial flowers highly glazed in a sort of porcelain finish.

Unique and faddish, too, is the use of sprays of drooping branches of black artificial leaves and stems thrust into alabaster bowls and urns with or without lighting attachments.

Dresden china also asserts itself, claiming a place in delicate color schemes in the form of gracefully-framed wall mirrors finished with spreading branched candlesticks.

A new note has been struck this season by the good use of colored enamel paint applied in decorative patterns on such simple things as variously-shaped aquaria. The decorative little gold fish as a color touch is not to be despised. The enamel paint is applied to the outside of the aquarium itself—not burnt in, of course—yet it resembles burnt enamel fairly well and is bright and cheerful looking, particularly for solarium use.

The connoisseur naturally appreciates the artistic value of the genuine Venetian glass, its liquid clarity and singularly translucent texture, in which the light lingers, loth to pass. He realizes the skill required in its making, and notes how inimical all sorts of pressed glasses, requiring little skill in molding, are to it.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The recent advance announced by the pottery manufacturers has had no effect in keeping back business. The fact that the manufacturers have reaffirmed their former terms of 30 days net on all invoices with no cash discounts is not bothering anybody, either. The 1 off 15 days discount feature was abused more or less by some concerns, and since it has been eliminated invoices are being paid promptly, with no objections offered about a discount. Many of the largest buyers have declared that the increase is within reason, and that it had been anticipated. What the buyers are most interested in now is the receipt of more merchandise.

* *

Manufacturers are now more hopeful about increased production. The wages of workmen have been advanced in a number of instances, and it is believed the employees will make an increased effort in all departments. What is needed most in the potteries just now is production. If it were possible for the manufacturers to secure kilns on regular schedule time there would be a decided improvement in shipping.

* *

One of the largest buyers of hotel china made an effort recently to place a contract for $100,000 worth of hotel ware with a domestic factory for delivery during the balance of the year, and as soon as it could be manufactured. All he could do was to induce the manufacturer to accept, tentatively, an order for about $4,000 worth. This instance is related to show just how scarce merchandise is.

* *

According to a ruling of the Interstate Commerce Commission, pottery manufacturers will have to pay a higher freight rate on clays. The former rate on clays to Wheeling from Southern points was $5.75. It is now ordered placed at $6.30 per ton. It is said that an effort will be made to have the case reopened.

* *

A large wholesale house in the West offered several local pottery manufacturers orders for all or any part of eighteen carloads of ware at an advanced price for quick delivery. Not one factory could accept such an order for delivery this season, and some of them would not guarantee even one carload.

* *

Among the buyers visiting the local district of late were Miss Ella Brennan, of the Rothschild Stores, Chicago; Mr. Rhode, with the Colgate interests; and several small buyers from the Middle States.

* *

The regulars are blaming the pottery manufacturers for taking care of the scheme trade, and the latter are just as bitter in their criticism about the manufacturers favoring the former. Each is of the opinion that the other is being favored. The truth of the matter is that demands are being filled in the order received.

* *

Some department store buyers who have been in the district of late and placed orders for future delivery have been advised that they would fare better if they would allow the merchandise to go forward as soon as decorated, and in a number of cases the wisdom of such advice has been grasped.

* *

Three sizes in a covered jug, each in a series of from thirty to forty different decorations, are being shown for the first time by Smith-Phillips China Co. The sizes are 24s, 30s, and 36s. The cover, the inside of which is decorated, is so made that when reversed it forms a convenient base for the carrying of a glass tumbler. The jug is semi-colonial in shape, and unlike any other manufactured in the district.

* *

At the regular meeting of the Western Standing Committee held a few days ago the making prices on a number of items were amicably adjusted.

* *

Willis S. Brown, of Belvidere, Ill., is planning the erection of a pottery at that place. A company is to be formed with a capital stock of $75,000.

* *

Representatives from each local pottery union here will meet next week to form a central body to discuss and work out pottery problems.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 10, 1916.

JAPANESE CHINA.

HOW much the growing importation of Japanese china will affect the trade is a question for debate. That the ware is taking the place of some grades of German china is incontestable. Orders of tremendous size have been sent to Japan—so large, in fact, that they may never be filled. The conservative houses here do not book more than they can take care of, and, while they have sold much more than is customary, the total of their business will not show a very large percentage of increase over their usual importations, and will not go far to make up the loss on German goods. The newer factories in the Mikado's empire will, of course, help out, but to what extent is problematical. From the best information obtainable, these new aspirants for foreign trade have had applications from almost every country in the world, with the result that they are much oversold, and when they can deliver is very uncertain. Resources, both of raw materials and labor, are limited in the Land of the Rising Sun. Potters are not made in a minute. Assuming that with the aid of the new potteries the industry could double its production—which is highly improbable—and that the total should come to this country—which is out of the question—it would not meet the shortage in German china.

The regular Japanese body does not meet the requirements of this country, and the white china made there is produced by only a few concerns. Those who are turning out an acceptable white china body will have an increased call, even after the war is over; but it is not to be apprehended that the regular Japanese body will grow in favor. On the contrary, the demand was falling off steadily, and it was for that reason the potters began to make white china. It took them many years to get the right body and glaze, and it is not to be supposed for a moment that the new potteries can begin to produce perfect goods at once. The old-established plants will increase their business, but by the time the new concerns are ready to compete the Germans may be back in the market.

PERSONAL.

WHEN men take a vacation they usually go with the idea of forgetting business for a while. Not so Wm. Albert. He couldn't keep from thinking about the store, and telephoned C. H. Taylor on "long distance" from Oscawana Lake just to ask how things were going. When answered that all was well he proceeded to have a good time.

George H. Wheelock arrived in town the latter part of last week to look for pottery and glass of various kinds. He is a month ahead of his usual coming, and for the first time in years his two brothers did not accompany him. He is at the Biltmore.

Jas. J. McCarty, who travels the Middle West for Gillinder & Sons, is in the city for two weeks on a visit to his home in Brooklyn, and while here is calling on some of his old friends in the trade.

Chas. Falkenheim, head of the Basket Novelty Co., returned last Friday after spending a week at Atlantic City.

Harry Duncan, of the Duncan & Miller Glass Co., Washington, Pa., was a New York visitor this week. His report of business conditions coincides with that of every other manufacturer—viz., that there is more business than can be properly taken care of.

F. O. Shattuck, with Geo. F. Bassett & Co., was in New York for a day this week. He will open in Boston on Saturday for a few days, and then proceed on his regular trip Westward.

Once more the diplomatic ability of Oscar S. Straus has been shown. When he was appointed chairman of the Public Service Commission we said he was the right man in the right place; and the fact that it is

largely owing to his counsels that New York is saved from a general tie-up of transportation facilities proves it.

J. V. Storck, with B. Gunthel, is back from Plattsburg camp duty. He enjoyed the experience, having had fairly good weather except for three hot days, but says the work was hard. For five consecutive days he was working every minute, except while eating, from 4 a.m. to 8:30 p.m. He met a lot of nice fellows—among them Henry C. Fry, Jr., who, while interested in his father's business at Rochester, Pa., is also engaged in the insurance business in Plattsburg.

Arthur J. Bennett, president of the Cambridge (O.) Glass Co., came up from Atlantic City on Friday to confer with D. K. Irwin. He left for home Saturday night.

Axel C. Hanes, of C. Dorflinger & Sons' force of travelers, got away last Monday for his regular fall trip through the New England States.

J. H. Venon is serving as a member of the Grand Jury. He started in on Monday when the temperature was up in the nineties. Anyone who has ever been in a jury-room will sympathize with him.

G. H. Bub, buyer for the B. Nugent Dry Goods Co., St. Louis, Mo., writes that he will be in New York between the 10th and 15th to place orders.

R. A. Williams, buyer for J. H. Chapman Co., Milwaukee, is registered at the Vanderbilt. His stay will be short, as he is anxious to get away on his vacation, which will be spent in Northern Wisconsin fishing and shooting.

Frank J. Bangs, the well-known hotel china salesman, who has been rusticating at Deer Lodge Park, Chazy Lake, N. Y., starts in on his fall campaign next week, making Boston his first call.

Rodabaugh Bros., Oklahoma City, write that a representative of the firm will be in New York about Aug. 17th.

I. Feldman, the new buyer for Wm. Hengerer & Co., Buffalo, arrived in New York this week on his first buying trip for this firm.

J. D. Dobbs wired on Monday to Geo. F. Bassett & Co., for whom he travels in the South, that his wife died on Sunday. She had been ill for some time—so ill, in fact, that after his last trip to New York he did not go on the road. Mr. Dobbs' host of friends will deeply sympathize with him.

Joseph Moore, buyer for the Denver Dry Goods Co , writes that he will be in New York shortly, and may arrive this week.

Joseph Tomkinson, Philadelphia representative of the Duncan & Miller Glass Co. and the Fostoria Glass Co., was in town on Tuesday. He said it was hotter in Philadelphia than here. Our hearts went out to the Philadelphians.

James P. Gordon, with lines from Jones, McDuffee & Stratton Co., Boston, will be at the Hotel Imperial from Aug. 14th to 24th.

HORACE C. GRAY INJURED.

LAST week Horace C. Gray, who is vacationing at Kennebunkport, Me., narrowly escaped a severe accident and possibly death. He was riding in an automobile down a steep hill when the driver lost contro and the machine went over on its side. Mr. Gray was thrown quite a distance, but escaped with a badly-wrenched back.

WAGES ADVANCED 12½ PER CENT.

THE conference between glass manufacturers and workers at Atlantic City is over, and the wage question is settled for one year at least (in some departments on a two-year basis). Seventy points were considered, and an advance to the men of an average of about twelve and a half per cent resulted, to take effect September 1. The question of a reduction of hours of labor was dropped, in consideration of the advance in wages.

COLLEGE COURSE IN CERAMICS.

THE Department of Ceramic Engineering of the University of Illinois, Urbana, Ill., will mark the beginning of a new college year in September by offering unusual facilities to those interested in the clay-working industries Ceramic engineering, broadly defined, covers the science and practice of cement mills, of tile-factories and brick yards, of terra cotta mills, of porcelain factories, including those making tableware and electrical insulating materials, and of glass works. The field is broad and rapidly developing. Conditions imposed by the European war are prompting American

manufacturers to extend their undertakings and have created an unprecedented demand for men who can lead and for facts that will guide. The University of Illinois has anticipated this demand.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

S Weber, hf, Weber's Dept Store, Chicago. 111 Fifth ave.

G O'Hara, hf, Trask, Prescott & Richardson Co, Erie, Pa. 1239 B'way.

C Koerner, c, g, J W Robinson Co, Los Angeles. 111 Fifth ave.

F L Gavitt, c, g, H B Gavitt Co, Westerly, R I. Continental.

R W Stevens, c, Golden Rule Merc Co, Ogden, Neb. McAlpin.

E W Merrill, c, and Miss Chaffee, l, N E Carpet and Furn Co, Minneapolis.

Mr May, c, The Peerless, Cincinnati.

Dan Rothschild, c, Ithaca.

E Shoup and O E Digan, c, Regnier & Shoup, St Joseph, Mo. Vanderbilt.

Mr. Harper, c, hf, Raphael Weill & Co, San Francisco.

O Taft and H B Kinch, c, Taft & Pennoyer, Oakland, Cal.

Miss L M Gibson, c, Marston & Co, San Diego, Cal.

Max Crueson, hf, c, t, Wallenstein & Cohn D G Co, Wichita, Kan. Chelsea.

E H Zeller, t, Wm Koch Importing Co, Baltimore. Imperial.

Mr McCarthy, hf, Siegel, Cooper & Co, Chicago. 15 East 22d.

Walter Paton, t, Boston Store, Chicago. 44 East 23d

W D Sanford, c, Pettis D G Co, Indianapolis. 230 Fifth ave.

M D Scott, hf, Scott, Halliburton Co, Oklahoma City. Imperial.

I Halpern and K Walker, hf, t, Stix, Baer & Fuller D G Co, St Louis. 1140 B'way.

W P Briggs, c, Sibley, Lindsay & Curr, Rochester. 432 Fourth ave.

P Griffith, t, R B Griffith, Grand Forks, N D. Flanders

S S Weisman, hf, Winter Co, Shreveport, La. 15 East 26th.

H T Zuzak, c, t, H T Zuzak & Co, Booneville, Mo. Woodstock.

T H Whan, t, Elliot-Taylor-Woolfenden Co, Detroit. 200 Fifth ave.

A Freeman, t, Mistrot & Adoue, Galveston. 320 B'way.

E D Garrison, hf, Sanger Bros, Dallas. 19 East 24th.

A Solinger, hf, H C Capewell Co, Oakland. 116 West 32d.

R H Tarr, hf, Tarr-Martin Co, Tampa. Gregorian.

P J Reilly, t, Schuneman & Evans, St Paul. 220 Fifth ave.

O W Clayton, hf, Castner-Knott D G Co, Nashville. 23 East 26th.

E W Wolff, t, Hillman's, Chicago. 116 West 32d.

H Kline, hf, Watt & Shand, Lancaster, Pa. 432 Fourth ave.

Miss Tillie King and J L Lynch, hf, c, J Bacon & Sons, Louisville. 23 East 26th.

W E Wood, hf, t, W G Kosloski, hf, Porteous & Mitchell Co, Norwich. 432 Fourth ave.

W Fergus, hf, and P Rinkin, c, g, Boston Store, Chicago. 44 East 23d.

J Donovan, hf, c, Robertson, Sutherland Co, Laurence, Mass. 432 Fourth ave.

F J Smith, hf, c, Gilchrist Co, Boston. 315 Fifth ave.

Miss Strawn, g, Newton, Weller & Wagner Co, San Antonio. Bristol.

J Kohnfelder, hf, Kaufman & Baer Co, Pittsburgh. 95 Madison ave.

R E Moody, hf, Otis Hidden Co, Louisville. Breslin.

H L Linnell hf, Miller, Rhoades & Schwartz, Norfolk. 212 Fifth ave.

L A Hubach, hf, J Horne Co, Pittsburgh. 470 Fourth ave.

M Hagedorn, hf, West Point. Cumberland.

D Oransky, t, L Oransky & Son, Des Moines. 72 Madison ave.

Chas May, c, May Bros, Cincinnati. Martinique.

Frank Royland, c, Dayton.

H Hartley, c, g, J M Hartley & Son Co, Fairmont, W Va. McAlpin.

M Goldwater, c, Phoenix. 220 Fifth ave.

M J Donovan, hf, Buffalo. Great Northern.

O J Dietsche, t, Wm Hengerer & Co, Buffalo. 18 West 35th.

E T Hoppe, t, and A Bayer, t, J Shillito Co, Cincinnati. 432 Fourth ave.

W J Barnes, hf, Burden, Smith & Co, Macon, Ga. 1150 B'way.

A A Breton, hf, Shartenberg & Robinson, New Haven. 75 Spring.

A P Ellis, c, g, hf, t, Almy, Bigelow & Washburn, Salem. 230 Fifth ave.

W Walker, t, The Andres Co, Cincinnati. 432 Fourth ave.

W C Hoffman, hf, Schuneman & Evans, St Paul. Broztell.

E N Smith, hf, W L Milner Co, Toledo, O. 116 West 32d.

W W Babcock, c, The Rothert Co, Altoona, Pa. 1261 B'way.

Mr Foster, c, g, Foster Jewelry Co, Monroe, La.

E R Hague, t, L H Field Co, Jackson, Mich. Prince George.

Mr Hurlburt, c, g, M Reid & Co, Bridgeport.

S Greenspan, c, g, Bowling Green, Ky. Aberdeen.

H Gay, c, g, hf, Hunter-Tuppen Co, Syracuse. 221 Fourth ave.

DEATH OF ANTON LANG CONFIRMED.

THE report circulated some months ago that Anton Lang, the Christus of the Passion Play of Oberammergau, had been killed in battle, was subsequently denied. Now comes information from Miss Mabel Brown, president of the Society of Applied Sciences, St. Louis, that seems to establish the truth of the earlier report.

A correspondent wrote to Miss Brown from Inns-

bruck, Austria, stating that Lang had been sent to the front with the German army. The awful scenes impressed him so deeply that he broke down and was returned to Bavaria. Regaining his strength, he was again sent to the front, and fell in action.

Lang was a potter by trade, and his products were eagerly sought as souvenirs by visitors to Oberammergau.

THE IRRESISTIBLE CALL.

THE man knew that he must go bass fishing. Years of looking at the pictures in the call of the wild magazines had produced in his veins a sort of anglerio seeklosis that could be cured only by piscatorial pursuit. He had not fished since youth, and then only with the primitive weapons of the time. No, not a bent pin. No boy outside the covers of a funny paper ever caught a fish with a bent pin, says a writer in the New York "Sun." When he can get two regular fish hooks for a cent in any crossroads store in the United States a child does not fish with bent pins.

Friends to whom he had confided his desire to catch a bass or basses told him that they had seen in the windows of Eighth avenue notion stores nice little outfits of line, hook and sinker, all wound on a neat wooden thingumajig and priced at ten cents. He laughed these friends beyond the outskirts of scorn, knowing that one could not cope with a bull bass unless adequately armed.

From time to time he had set money aside for an outfit. There was now in the war chest $4.50, held out on his wife by the sweat of his brow and the machinations of deceit. All this money, if necessary, he would spend on a bass outfit. The bass should know, when it rose to the surface for a last gasp and a look at its conqueror, that it had not fallen at the hands of a niggard.

Thus resolved he sauntered into a tackle store. He did not even look in the window before entering. He knew what he wanted.

"Bass tackle," he said to the clerk with a nonchalance practised since dawn.

"Certainly, sir," the clerk replied with the politeness of his kind. Chesterfield probably was a fishing tackle salesman.

And yet he did not like the look in the clerk's eye. It was the eye of one who has fasted long; the eye of the wolf on the sheepfold, of the cat on the herring. But he followed him to the back of the store, where his particular lair appeared to be.

"A casting rod," the man said. "Nothing expensive."

The clerk took a rod from a case and unwrapped it from its cerements as carefully as if it had been the late Rameses II. It was not as long as a trout rod and it did not wiggle as much, but the clerk jointed it and whisked it about, making it whistle and bend.

"Try it," he urged.

The man did not. He said he could tell from the way it hummed that it was a nice rod. Secretly he felt that he would prefer to whale that rod around when it was his own property and when he was in the centre of a ten-acre field with not even a cloud to catch the tip on. Yet when he held the rod in his hand an electric thrill went through him. He asked the price.

"Only five dollars," said the salesman. "It is a low-priced rod, but in the hands of an expert angler it will kill bass after bass."

Now, the man had more than $4.50 with him. He had the money with which to pay the last gas bill. He said he would take the rod.

"A reel also," he said. "Something simple."

The salesman produced a nickeled piece of architecture.

"Ball-bearing and multiplying," he explained. "Click and drag." He manipulated the buttons controlling these. The buyer particularly liked the click. Use one of those silent reels and people in your vicinity may not be sure that you are fishing. "How much?"

"Six dollars," said the clerk. "With our patent



When they see it they buy it!

Women can't resist Pyrex! Here's the secret—housewives have always wanted *transparent* baking dishes. Now they can get them—attractive, dainty, sanitary, efficient, economical.

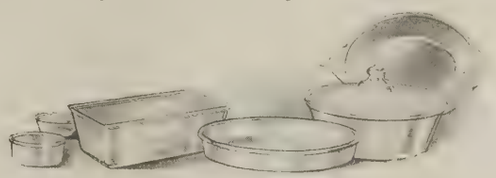
PYREX

Trademark Reg.

Transparent Oven Ware

Has the name on every piece.

Pyrex is a business builder. It's ready to work for *you*. A positively new creation—but established—and growing! We are advertising it up and down and across the country in leading magazines—Ladies' Home Journal, Saturday Evening Post, Good Housekeeping, Vogue, Harper's Bazar, and others. We will cooperate with *you* to make Pyrex a leader in your business.



PYREX Sales Division

CORNING GLASS WORKS, 104 Tioga Avenue,

Established 1868. CORNING, N. Y., U. S. A.

non-backlash attachment, eight dollars. With our self-thumbing reel, nine-fifty."

Now, the man had more currency than the tackle savings and the gas money. He had the monthly deposit for the savings bank. He bought the reel, with all attachments.

"A line?" The clerk licked his chops.

Yes, manifestly one could catch no bass with a rod and a reel. What of lines?

"Our purple Peruvian silk is the thing," said the clerk. "Made by silkworms accustomed to great altitudes, waterproofed with Chinese gulgul and guaranteed to test at eleven and three-quarter pounds at a temperature of sixty-four degrees Fahrenheit. For fifty yards, two dollars."

The man, wiping his brow, bought it.

"Now," said the clerk, "what about a dozen artificial minnows? Our Gray Gobbler has been doing wonderful execution on the Delaware. This Submarine Snark with the green belly kills 'em by the dozen. The Whirling Wizard is all the rage at Greenwood Lake. This Fitful Fantom is more popular than ever at Hopatcong. The Dancing Dolphin——"

"How much?" croaked the customer.

"Seventy-five cents each, or eight dollars a dozen."

Now, the man had more money than the tackle fund and the gas payment and the saving bank hoard. He had ten dollars which he was about to put away in a secret account as the starter of a fund for the education of his two-year-old boy.

He bought a dozen wooden wigglers. There were hooks on them. So he did not have to buy hooks. That helped a good deal. He was an embezzler only to the extent of twenty dollars. He picked up his package and started for the door. Then he turned courageously upon the salesman.

"What makes tackle prices so high?" he demanded.

"The war," replied the salesman.

OBITUARY.

AT Woodhaven, L. I., on Monday, Edmund U. Steiner, treasurer of the Dunkirk (N. Y.) Glass Co., died of a complication of diseases, aged fifty-eight. Mr. Steiner was better known as a toy salesman than as a glass manufacturer, having been associated with the Strobel & Wilken Co. and Louis Wolf & Co. About a year ago he left the latter to engage in the manufacture of optical glass at Dunkirk, having his offices at 45 East Twentieth street, this city. He was one of the best-posted toy men in the country, and patented a walking doll some years ago. He was very popular in the trade, and a large circle of friends will mourn his death. He was a member of the Salesmen's Association.

J. Evans Lippincott, president of the Lippincott Glass Co., Alexandria, Ind., died July 31 at Cambridge Springs, Pa., aged fifty-five.

Col. Chas. E. Boote of the Sixth Staffordshire regiment of volunteers, managing director of F. & R. Boote, Burslem, England, was killed "somewhere in France" July 1 in the same battle in which Cecil Wedgwood met his death. At first he was reported missing, but later a letter from his major said that the last he saw him was in the thick of the fight, and he was sure that he perished. F. & R. Boote were formerly earthenware manufacturers on a large scale, but a few years ago turned their attention to tiles, of which they are now one of the largest producers in England. Chas. E. Boote was popular among his business associates, and was idolized by the men of the regiment.

"A PLEASURE TO WORK FOR SUCH PEOPLE."

EMPLOYEES of the H. C. Fry Glass Co. and the Beaver Valley Glass Co., Rochester, Pa., were given a most agreeable and substantial surprise when presented with checks for two weeks' wages, covering a period when the factories had been idle for the purpose of stocktaking and making repairs. Commenting on the matter, the Beaver "Times" says: "The employees in the factory department of both plants had been idle during a two weeks' shutdown. However, it was not a case with them of 'no work, no pay.' Every employee in the above-named department received a check for two weeks' wages. Those in other departments were given one week's extra pay in addition to their regular wages. Several of the employees declared: 'It is a real pleasure to work for such people.' About 500 hands are employed in the twin industries."

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

SITUATIONS WANTED.

AN A1 cut glass salesman of wide experience wishes to associate himself with an established factory turning out a popular-priced line. Have an extensive acquaintance with the trade throughout the Middle West, West and South. Address A 987, this office.

BUSINESS OPPORTUNITIES.

WANTED—A line of electric portables, both in art glass and silk shades to sell on commission by salesman who has covered territory for twenty-five years. Address A 992, this office.

You are requested to come and
inspect



THE ANIMALS=MODELED=BY=Ed.SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

POINTERS FOR BUYERS.

MORE "BRIGHT EYES."

Fred Skelton's menagerie of birds, beasts and butterflies from the Hocking Glass Co. has been augmented by some more "bright eyes," including turkeys in iridescent colors, a cat in Copenhagen gray, and a black tomcat. It is an interesting exhibit.

SOME PRETENTIOUS PATTERNS.

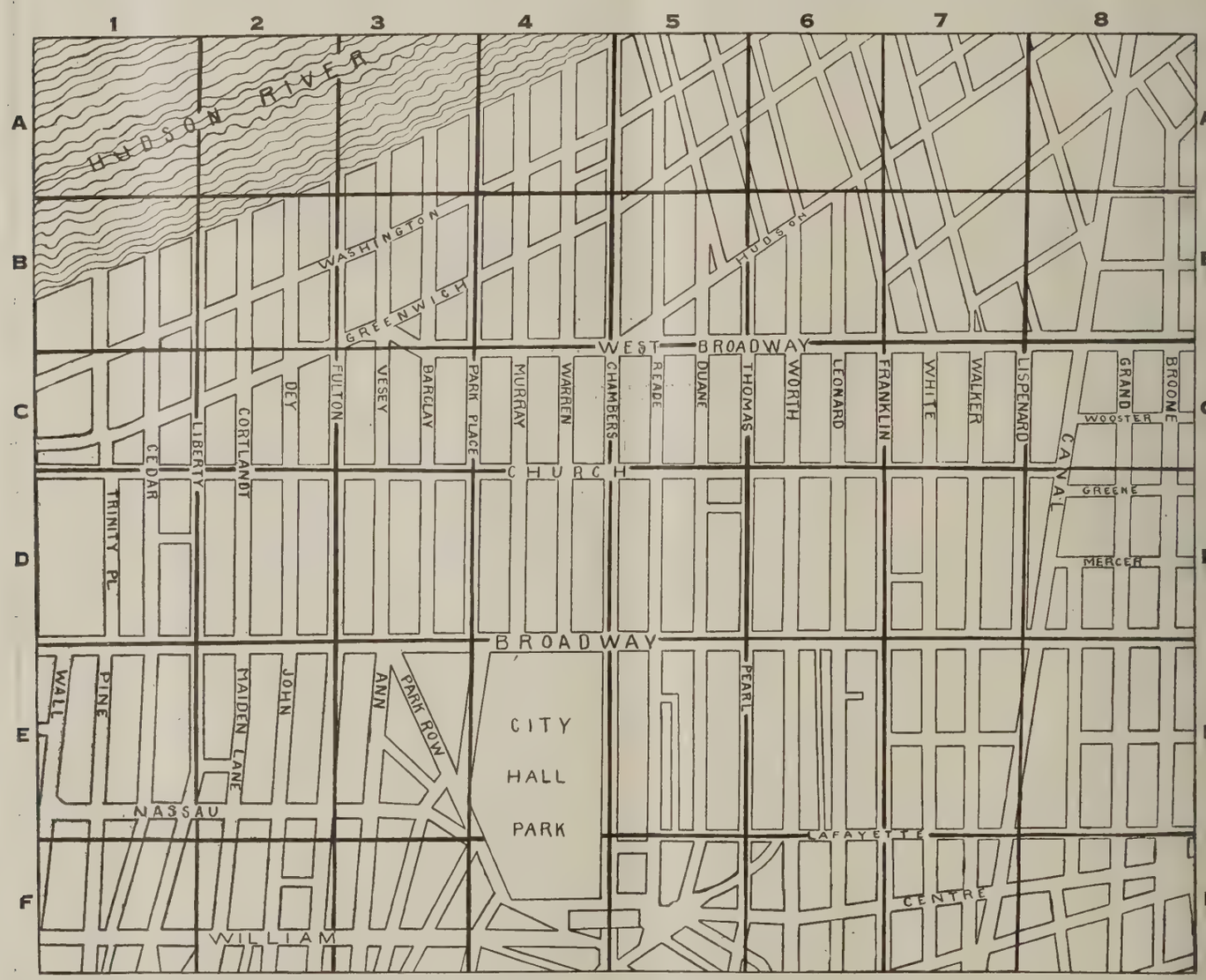
H. Benedikt has just received from the Smith-Phillips China Co. several new patterns, including an excellent copy of the famous "Pheasant" design and a Dresden pattern. The colors are very good, and come close to the originals. There is also a new coin-gold border pattern which is a radical departure and will be a pronounced success. Another design is a narrow blue border with a fine gold line on each side of it and a gold edge. Two other patterns show hair-line effects broken by geometrical figures.

MARBLE EFFECTS IN GLASS.

The United States Glass Co. have sent to the New York office a novelty in the way of glass bowls in marble effects. They rest on detachable square pedestals,

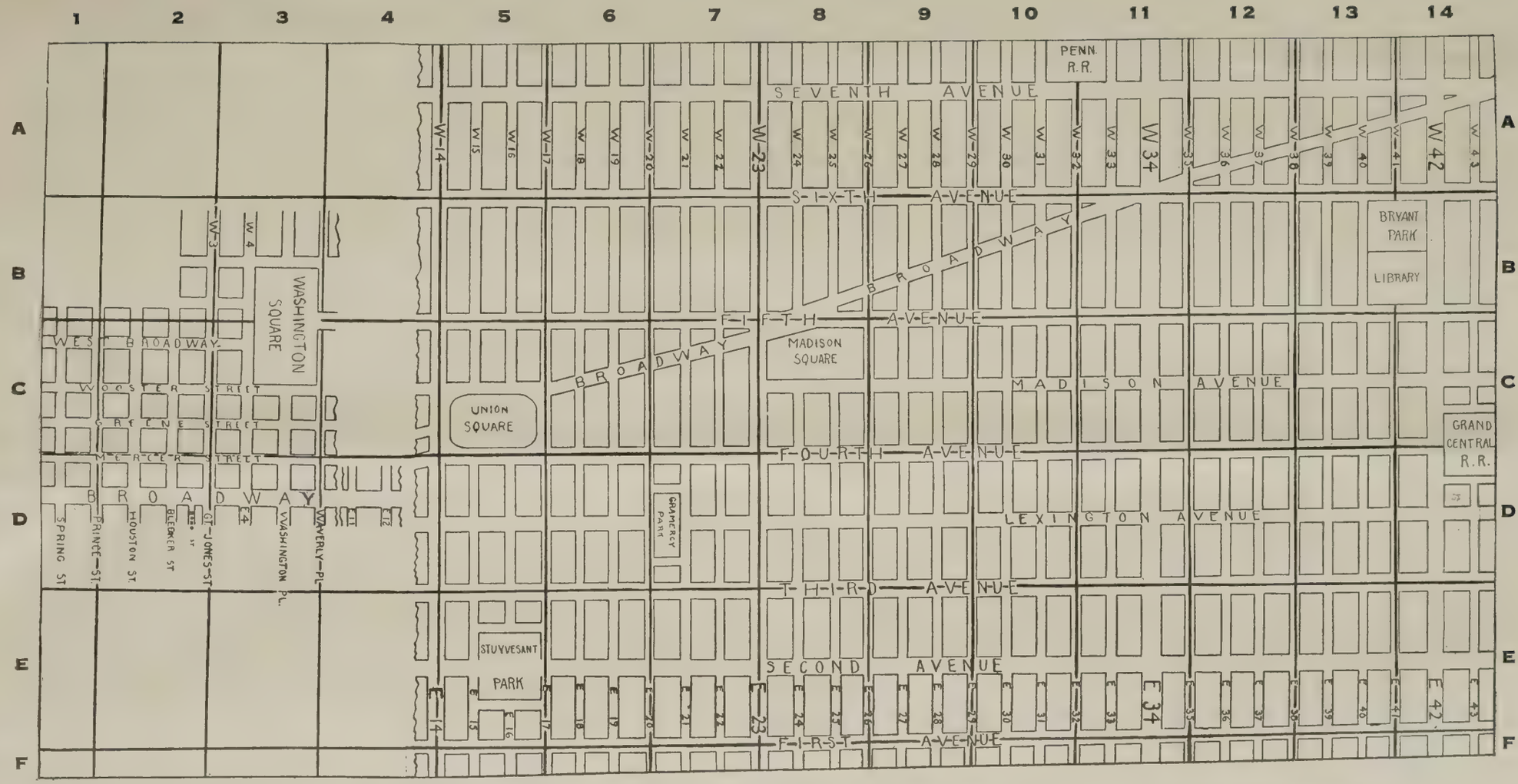
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Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Edge, Thos. G., 66 West Broadway..... B 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar C., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Slimmon, Robt., & Co., 96 Chnrch St..... D 3
Straus, L., & Sons, 42-46 Warren St..... C 4
Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
United States Glass Co., 71-73 Murray St. B 4
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2
Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
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Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9

Colonial Co., 145 W 18th.....A-6
Cox & Lafferty, 1140-1146 Broadway..... B 9
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Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave..... C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6

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Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co.! 45 East 20th St.....D-7

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and with the white birds perched on their edges it is hard to believe that they are not marble. They come in four sizes, 4-, 6-, 12- and 14-inch.

BIG STOCK JUST IN.

Herman C. Kupper is all smiles this week. He has received some big shipments of Ahrenfeldt china, and says he now has an assortment that is in better shape than at any time since he began to carry stock. Buyers wanting immediate delivery ought to bear this in mind.

NEW PHEASANT TREATMENT.

Maddock & Miller have received this week from John Maddock & Sons a design showing a pheasant in a pretty shade of gray, with a cluster of marigolds. It is novel and good. Another pattern has pink roses on a black blackground, with a gold edge. This treatment is new and pleasing.

A PLEASING CUT GLASS PATTERN.

Alex P. Doctor has just received samples of a new line from the Camden Cut Glass Co. which shows a new treatment of the rose. It is called the "Silver Rose" line, and is particularly good. The blanks are from A. H. Heisey & Co.

WHY UNDERGROUND, ANYHOW?

IF china and glassware are given a chance in some other place besides the basement they will hold their own with any other department in the store, said Neil McColgan, buyer for the J. L. Chalifaux Co., Lowell, Mass., when he was here last week placing orders. His department occupies the entire fifth floor of the establishment, and he says that the success it is achieving is sufficient proof of the truth of his contention.

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CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 17, 1916.

THE CONDITION OF BUSINESS.

New York

A big crowd of buyers arrived last week. Not in months have there been so many here at one time. In some lines of goods little was to be had for immediate delivery; and it was only by going from place to place, picking up a little here and a little there, that they were able to supply their wants—and then often only in part. Perhaps some of them have not been here long enough to have made the complete rounds, for it is said that many have not called in places where they might have been able to get desirable merchandise. Instances are known where buyers, after visiting their favorites, have returned to their homes, asserting that there was nothing to be had in New York. In times like these the conscientious buyer will see the entire market. Of course he will buy from the houses he likes best; but if he cannot there secure what he wants there are others which may have things he can use. The wise ones placed orders for imported goods to be delivered as soon as possible, although that may be away along in 1917—perhaps as late as the fall.

Orders continue to come in without cessation for domestic crockery and glass. The manufacturers are harassed with demands for deliveries, and their only reply is that orders will be filed, take their regular course, and the goods shipped as soon as possible. Buyers should bear in mind that the manufacturers are just as anxious to get goods off as they are to have them. No one is wilfully holding back deliveries.

Retail trade in and around the city is about normal—that is to say, there is very little doing. Sales are made every day, of course, but are not large. In the interior and at far-away points business is none too good; but as it is vacation time such a condition is to be expected.

The future promises a big demand. Some relief will be obtained by the arrival of imported goods, which are coming in as good proportions as looked for. The output on the other side can not be increased, but, rather, is likely to be diminished the longer the war continues.

On this side of the water the foolish restriction by the union in the matter of the number of apprentices permitted in the pottery trade is now plainly discernible. They were short-sighted mortals who framed the resolution limiting the number of young men who might be educated to earn a living making pots. But, then, who expects anything decent from men who thrive by agitation?

Pittsburgh and Vicinity

New business continues to be received by the glass manufacturers in heavy volume. Staples are exceptionally active, and there is considerable complaint because of slow deliveries. Railroads are not any too prompt in forwarding, and the manufacturers are behind in packing. Cut glass blanks are in heavy demand, and all the factories making them are working full time. Manufacturers and

sales managers are urging the trade to get their holiday orders in at once if they want deliveries on time.

East Liverpool and Vicinity

There is no lack of business with domestic potteries. Plates and teas are in heavy request Hotel ware is especially hard to secure. Some of the manufacturers are refusing new accounts, and will not take carload orders from old customers. Cancellations are cheerfully accepted, the buyers then being advised that on new orders advanced prices will obtain.

THE GOOD FELLOW.

THE following article from the pen of H. W. Gauding, written in 1900 and published at that time in "The Glassworker," is as true today as then. The article was aimed at the class of workers who persist in throwing hard-earned money away daily for drink, to the detriment of self and family, and was especially intended for those who so foolishly made it a practice to spend their entire pay for the sake of gaining that glittering nothing —the reputation of being a so-called "good fellow":

"Good fellow! What a long line of ragged and half-starved children we see in your wake! The pinched and anxious face of your wife tires you now, but you, and you alone, are responsible for every line of care imprinted on that patient, suffering countenance. How many times she has raked and scraped in order to save enough from the pitiful sum you give her on payday, in order to stave off the grocer, the butcher and the landlord for another week or two, while you, miserable, misguided fool that you are, are busily engaged in throwing away your hard-earned dollars 'setting 'em up' to the sycophants who are dead willing to jolly you up as long as your money lasts. Are you ever going to realize that your earning power will not last forever or that your position is daily being jeopardized by your close association with those miserable creatures who hail you as a 'good fellow'?

"Good fellow! Great God, what a mockery! What a Jekyll-and-Hyde life you lead. Let us peep through the ragged blinds at your home and see what a prince you are there. Why, surely, we have made a mistake. This cannot be your home, Mr. Goodfellow, for the floor is bare, the childrens' toes are sticking out of their shoes and their mother is wearing the same dress she had when she was foolish enough to allow you to persuade her to cast her lot with you. Why don't you remember, you told her that when you could easily make from $30 to $40 per week at your trade, and how nice you were going to live, and what a nice little cottage you and your sweetheart would own when you had worked one or two fires, and how she would reign supreme in the cosy little home you had pictured to her? And she, innocently, believed every word you told her, you miserable liar, little dreaming that she had married that fool of all fools, a 'good fellow.'

"You did not lie to her when you said you could make big money, for you have made it right along, if you were in condition to earn it, but she has not profited by it, for you could never spare a sufficient amount from your pay to enable her to pay all debts and clothe the little ones in a respectable manner—you needed all your pay to keep up your reputation among your select circle of lushers and floaters. What do you care about your family, anyhow? Little things like your wife's cares or your debts don't bother you at all.

"What matters it to you if you go home some day and find it empty; find that the misery you have caused your wife has at last broken her heart.

"You come stumbling in after midnight with a muttered curse on your lips. The room is cold and dark. You know the children are in bed, and you, vaguely wonder why your wife has not waited for you as has been her patient custom in the past. You grope around for a match and stumble over something on the floor. Your hand falls on something cold and clammy, and a nameless dread seizes you. Quickly you pass your hand over the lips that will speak no more, the eyes that will never see, and then, with a frenzied shriek, you spring for a light. At last you realize what has happened. She is dead, heartstrings have snapped. Too late you realize the jewel you have lost; too late comes the reformation.

"Are you, who are reading this, one of the 'good fellows' drifting down the swift and treacherous stream? If so, look out, the rapids are below you. Pause and reflect ere it is too late. Remember your duty to your loved ones, and pull with all your might and main ere your frail craft is wrecked on the jagged rocks which rear their threatening heads in the stream of good fellowship.

"Does the picture we have depicted remind you of the suffering that you have caused your wife and children, of the privations they have had to endure on account of the 'good fellow' yellow streak in your makeup? If so, pause once again and resolve to make a different kind of reputation—a reputation as a reliable workman, a loving husband and a kind father, and be what God intended his noblest creation to be—an honest, upright man.

POTTERS ASKED TO CONTRIBUTE.

IT is expected that the memorial building now being erected at Niles, O., in memory of Wm. McKinley will be completed this fall and dedicated in November. The National McKinley Birthplace Memorial Association is desirous of placing on the edifice a handsome bronze tablet, and is soliciting subscriptions. McKinley was a great friend of the American pottery industry, and the potters are asked to take an interest in the matter and aid the Association in providing the tablet. Subscriptions may be sent to J. G. Butler, Jr., Youngstown, O.

THE SALESMEN'S OUTING.

THE annual picnic of the Pottery, Glass and Brass Salesmen's Association occurs on Saturday, the 26th, and "everybody is going." The steamboat "Commander" leaves the foot of Wall street at 9 a.m., and East Twenty-third street at 9:30. A buffet lunch will be served on board. The grounds will be reached about one o'clock, and the sports will start at once, the ball game leading. Dinner will be served shortly after five o'clock, and the homeward voyage will begin at 7 p.m.

The list of prizes for the different events, with the names of the donors, follows:

E. F. Anderson, Gillette safety razor.
H. Benedikt, five-dollar gold piece.
Fred S. Brey, silk umbrella.
J. Duncan Dithridge, cocktail set.
Central Gas Co., five-dollar gold piece.
Horace C. Gray, heavy brass coal-scuttle.
E. H. Hammond, cut glass comport.
J. J. Hines, French gold encrusted liquor set.
Max Hirsch, nickel casserole.
D. King Irwin, all-glass coffee percolator.
Thomas G. Jones, cut glass baby punch bowl.
Kiefer Bros., cut glass fruit bowl.
Lazarus & Rosenfeld, desk set.
Marc Lester, lady's prize, dresser set, comb, brush and mirror; man's prize, two military brushes and comb.
Harry S. Mirrielees, vacuum bottle.
Charles Parker Co., portable lamp.
Gus Rhode, five-dollar gold piece.
J. M. Stewart, oil painting.
Thomas Shotton, cut glass nappy.
Justin Tharaud, French china hors d'œuvre dish.
U. S. Glass Co., cut glass claret bowl.
Lambert Dorflinger, cut glass vase.
Herman C. Kupper, china vase.

The prizes are on exhibition at L. D. Bloch & Co.'s, 153 Fifth avenue.

OBITUARY.

THE trade will sympathize with Harry F. Mackenzie in the death of his wife, who passed away at Forest Hills, N. J., on the 10th inst. She was the daughter of Thos. Wooster, one of the pioneer potters of East Liverpool, who built the West End Pottery, and sister of Geo. Wooster, with the D. E McNicol Pottery Co., Clarksburg, W. Va. She had been a great sufferer for years with cancer and had undergone five surgical operations, besides numerous radium treatments. Her physicians says her vitality was wonderful, and that only her will power kept her alive for three years. She was up and about the day before she died, but the excessive heat of that day proved too much for her. The interment was at East Liverpool on Sunday. A number of East Liverpool traveling men attended the funeral, among them Messrs. Lynch, Davis, Nevins, Donaldson, Smith, McKay, Simmers, Jackson and Brown.

Shigetsugu Amano, with Morimura Bros., 546 Broadway, died on Friday at his home in Westfield, N. J., in his fifty-sixth year. He was in charge of one of the art departments. Mr. Amano was a very bright man and well versed in his line.

John S. Browning, for many years connected with the newspapers in Boston and vicinity, and well known to the crockery and glass trade through his connection with the "Pottery, Glass and Brass Salesman," died at his home in Cambridge, Mass. He was born January 17, 1860, in Shaftesbury, Eng., and came to America when two years old. Early in life he learned the printing trade, and later became a reporter. He was an editor on the Boston "Globe" for many years. Subsequently he was editor of "Practical Politics," associate editor of the Boston "Commercial," news editor on the "Christian Science Monitor," and managing editor of the "Cambridge Standard." He is survived by his widow and one daughter, Miss Natalie A. Browning, who has been carrying on his correspondence work for some time, and who has numerous friends in the trade.

CERAMIC AMERICANA.

IN a recent number of "Art in America" R. T. H. Halsey writes of the ceramic portraits of Washington and Franklin in the second part of his article on "Ceramic Americana of the Eighteenth Century." Interesting as it is to the general reader, this unpretentious, though scholarly, paper is of particular service to collectors young in their own fascinating art. No one can read the account of Bentley's and Wedgwood's enthusiasm for the American cause without giving some thought to the intellectual possibilities provided by a collector's hobby. Such a hobby as the assembling of eighteenth century Americana, ridden as Mr. Halsey rides it leads to a deep and thorough knowledge of the country's history, not only from the standpoint of local patriotism, but from the still more rewarding international standpoint. In the following sentences dedicated to Flaxman's portrait of Franklin made for Wedgwood in 1777, for example, what a warm light is shed on that astute and not always engaging personality:

"It is a type of Franklin's portraiture unfamiliar to us, owing to the fact that it has never been engraved. Yet it must be accepted as a speaking likeness of the great American, as it met with such popular acceptance in England, where Franklin was a familiar figure, that his admiring friends Wedgwood and Bentley produced it in seventeen different sizes and colors The largest of these is on an oval plaque, 10½ by 8 inches; it was one of a series of similar size advertised in the Wedg-

wood and Bentley catalogue of 1779 under the heading of 'Eminent Philosophers'—Boyle, Locke, Newton, Priestley, Sir William Hamilton, and Cook; all of them were modeled by Flaxman. The smallest of this type of Franklin portraits were made for mounting in brooches and finger rings. Intaglios for seal rings also bore this popular portrait. Possibly the face was slightly idealized by the modeler, as well it might be, for Franklin in 1775 had been quick to recognize the extraordinary possibilities in Flaxman, then still a struggling youth of 20, and had commended his talents to Wedgwood and Bentley. These portraits may well be characterized as Franklin the friend. Tender in their conception and delicate in their modeling, they picture Franklin—the Franklin we all like to think of—the welcome guest in literary and scientific circles in England; the friend of the struggling artist, writer and inventor; the one quick to recognize and assist talent and integrity—Franklin, the helping friend."

POINTERS FOR BUYERS.

FOR IMMEDIATE DELIVERY.

L. Straus & Sons have on hand the largest stock of crockery and glass of any concern in the city. In it are many novelties suitable for the season. Notable among these is the line of Pompeiian bronzes, which have astonished everyone who has seen them. They are made of a new composition plated with bronze, and are so heavy that they have the feel of solidity. The models are from the classics, and include all the popular figures, busts, groups, animals, etc., that are found in the real bronzes. "Sunshine Pottery" is a line of brilliant metallic lustres. The fireproof ware is really fireproof, and in color effects not hitherto attempted. Then the Straus cut glass must not be forgotten. It ranks high in qualfty, finish, design and originality. Those buyers who complain that they "can find nothing in New York" haven't been to Straus's.

SYRUP-GUIDE SODA TUMBLERS.

A new soda tumbler just put out by the United States Glass Co. has a ridge on the inside of the glass to guide the soda dispenser in getting just the proper quantity of syrup. It is made in two practical shapes.

STRIKING NEW PATTERNS.

Kennard L. Wedgwood has just received a number of samples of new goods from Wedgwood's, in England, among which is a powder-blue fish set, with a fish in lifelike iridescent colors as a decoration. The effect is remarkable. Another design is an all-over powder-blue with exotic birds in natural plumage. There are about sixty new plates, some of them in a new shape which shows an unusually wide rim. These are decorated in various ways—geometrical figures, floral designs, and combinations of both. Some new salad sets are quite unusual in their decoration. A wide variety of Venetian glass in new shapes and tints is also on display.

"MARMORA" WARE.

Albert Brech, who was for many years with Bawo & Dotter, and who last spring started out as a manufacturers' representative, is displaying his line at 31 Union Square. Something quite out of the ordinary is "Marmora" ware—a natural stone, semi-translucent (on the order of onyx), in white and pale yellow, some clear and some showing streaks of brown—in bowls, vases, trays, lamps, candlesticks, mirror plateaux, and semi-indirect lighting bowls in various sizes up to 18 inches in diameter. He has plastic statuary in great variety; one piece 15 inches high, called the "Spirit of '76," he has had copyrighted. The mahogany lines includes floor lamps, vases, smoking sets, etc. The display is especially attractive and well worth the attention of buyers.

NOVEL DINNERWARE PATTERNS.

James J. Temple, New York representative for L. Bernardaud & Co., is showing in the advance samples of dinnerware for 1917 some of the best products the company has ever turned out. The decorations are exceedingly clever, both as to design and coloring. Among them is an oval shape with a gold band studded with black dots, gold edge and gold handles—a novel treatment. Another is in a Persian effect, the band being broken by geometrical figures with pink and green as the predominating colors. An Oriental pattern difficult to describe shows colors a little heavier than we have been accustomed to seeing for the last two or three years. It is one of the most striking things of the season, and ought to prove a good seller.

WISHBONE VERSUS BACKBONE.

"IF I only had capital!" How often have you heard that exclamation? "If I only had the money to back me I'd be a great business man—I know I would." How many of your acquaintances have told you that in a confidential way? Such wishing is an expression of a certain amount of life, but it does not necessarily denote much mental activity. This class of men generally have a larger wishbone than backbone. Genius in business, as in art or literature, does require a desire from within to serve an inspiration; but that desire must be boiling enough to start the perspiration as well. "To him who hath shall be given." If a young man has not brains enough to persuade capital to back him he is generally not worthy of the trust. It is right that a man should prove his ability before he is entrusted with position.

Illuminating Devices.

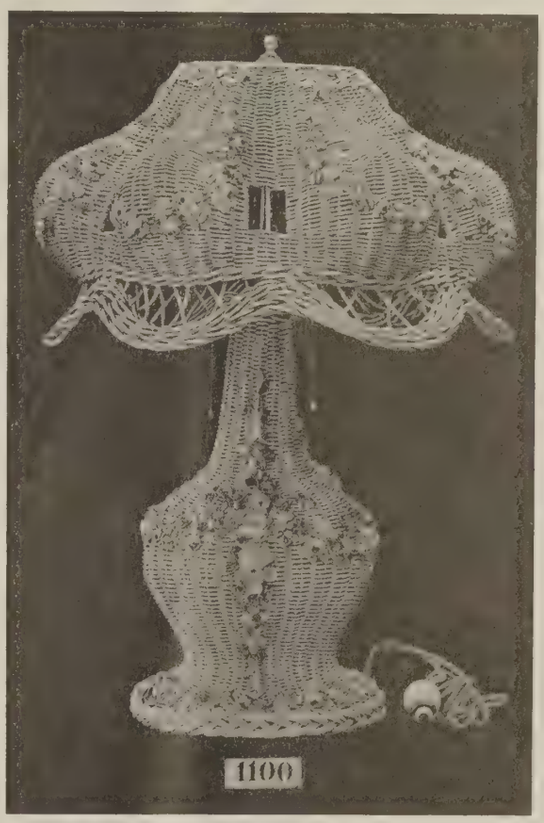
Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

THE buying season for lamps is on now, and unless orders are placed promptly there may be difficulty in getting goods. With the high prices of copper and spelter, brass goods are becoming very valuable. Manufacturers consequently are not making up much stock in advance, not knowing what patterns will be most in demand. That there will be a good call for lamps goes without saying, and buyers are safe in laying in liberal stocks. It is pretty sure that prices will not be lower for months, perhaps years, to come, as foreign countries are taking and will take all the copper we can spare. Furthermore, the stock of ore on hand is very low, the miners not taking out as much as is being converted. Glass, too, is high, and going higher, in spite of the fact that there has been some cutting in certain quarters. It is a safe bet to buy now and pay the price asked on all lamp goods.

An entirely new line of decorated lighting glassware has been put on the market by Gill & Co., Philadelphia. The range of decorations is very broad, due to the complete reorganization and enlargement of its designing department. The line includes some work which would seem to qualify as distinctly original. Among these may be perhaps particularly noted some combinations of the floral and art nouveau treatments. The variety is wide and comprises many beautiful effects.

Edward Miller & Co. are showing what is probably the largest exhibit of lighting devices ever seen in this city. They have varieties in oil, gas and electricity for the cottage or the palace, and for everything between. Care in workmanship and finish is as evident on the low-priced goods as on the expensive lines. Much taste is shown in the mingling of colors in the brasswork. They are never inharmonious. So, too, with the glass in the shades. The colors never clash with the brass. One could go on indefinitely describing shapes and designs, but the thing for buyers to do is to call and see them, and do it often, for scarcely a week goes by that they do not show something new and attractive.

The Basket Novelty Co. certainly justifies its name in the lamp illustrated below. While particularly adapted



BY THE BASKET NOVELTY CO.

for summer cottage use, it is suitable for any home. It may be had in a number of attractive finishes.

Although tungsten lamps are now made by the millions, and will soon run into the billions, it is nevertheless true that comparatively small quantities of tungsten are used, or will ever be used, for this purpose. It is estimated that more than 100,000,000 tungsten lamps were made in the United States in 1914, but these account for only about three tons of tungsten concentrates. The amount used in a single lamp is so small as to be weighable only by the most delicate scales.

AT CHICAGO.

THERE was more doing in the crockery and glass trade here last week than for a long time. The factory representatives and the wholesale houses generally benefited from "Market Week," which brought more than 50,000 buyers into the city. The convention of the Manufacturers' and Importers' Assocaition at the Palmer House was also productive of business. All the crockery and glass concerns which had exhibits report that they did a very satisfactory trade with the five, ten and twenty-five cent dealers.

* *

Peter Rinkin, buyer of china and glassware for the Boston Store, has returned from New York.

* *

E. Michael Meder was called East early this week by the illness of his father, who lives in Lyon, N. Y.

* *

The display of the Imperial Glass Co., by Earl W. Newton, was one of the striking features at the convention of the Manufacturers' and Importers' Association. Mr. Newton was assisted by E. E. Ault, Phil Hinckley, A. L. Reber, and several other salesmen.

* *

Hugo Pick, of Albert Pick & Co., has returned from a business trip through the Middle West well pleased with conditions as he finds them in the hotel supply lines.

* *

B. H. Palmer, of the traveling force of the United States Glass Co., plans to take the road in a few days. Mr. Palmer has been at the local headquarters of the company in the Atlas Block for several weeks past.

* *

Miss Julia Mann, buyer of glassware for Marshall Field & Co., has returned from a two weeks' vacation spent among the resorts of Michigan.

* *

E. E. Fricke, representing the Phoenix Glass Co., has returned from a road trip.

* *

It is rumored that a new firm will shortly enter the local field as glass manufacturers' representatives.

* *

O. C. Helm, of the Ira A. Jones Co., has returned from his vacation among the Michigan lakes.

* *

Department stores in the outlying districts are once more complaining of the activities of the so-called china clubs, which are doing a great deal to cut down the sales at legitimate stores. These clubs hand out a grade of semi-porcelain as real imported, hand-painted china, and through the ticket system, with so many punches aggregating $10, and a drawing every week, dispose of a vast quantity of goods. If a person is lucky he or she may get a set of china for a trifling sum, but the majority of members of the club pay the full $10 and are forced to take a set which they could get in any good store for much less. The gambling instinct is the human trait to which these clubs appeal.

* *

O. C. Eckland, of the Central Cut Glass Co., reports a decided improvement in the blank situation.

* *

The threatened railroad strike has caused a great deal of uneasiness among members of the trade here. However, the general opinion is that arbitration will prevail in the end and that the dispute can be settled without recourse to a disastrous tie-up.

NEXT!

THE price of milk is to be advanced because, owing to the war, it is impossible to get certain chemicals necessary in the manufacture of glass. Owing to the absence of these ingredients in their manufacture bottles cost more and break easier. So the dairies put up the price of milk!

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g July 29, '16	Corresponding period 1915	Exports Jan. 1 to July 29, '16	Corresponding period 1915
New York	338	285	6742	5832
Boston	80	27	2708	3017
Philadelphia ..	....	....	420	1761
Baltimore	....	156	2067	5092
San Francisco	383	312	969	1254
New Orleans..	....	84	78	485
Portland, Me..	....	....	249	1006
Galveston ..	....	....	....	....
Newport News.	....	....	....	54
Portland, Ore..	....	..	16	140
Inland Points..	14	5	299	429
Total..	815	869	13548	19070

From David Inglis & Co.'s Circular

TO	Shipments month end'g July 25, '16	Corresponding period 1915	Exports Jan. 1st to July 25, '16	Corresponding period 1915
Boston .	476	431	2966	3007
New York	871	1124	6959	5690
Baltimore	222	490	2225	5022
Philadelphia...	55	102	419	1773
New Orleans	2	65	86	401
Newport News.	....	....	....	54
San Francisco.	588	487	969	1284
Portland, Me..	....	....	484	1006
Galveston.	....	....	....	....
Portland, Ore..	....	85	16	140
Inland Points..	30	124	107	406
Total..	2244	2908	14231	18783

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Once more—it seems to be chronic—the kilnmen are making trouble, having notified the manufacturers a few days ago that they wanted pay for carrying "green," or newly-made, saggers from the sagger department to the benches. In a few plants, where the distance between the two points is more or less great, the "green" saggers have either been delivered to the kilnmen by the firm or the kilnmen have been paid a small amount extra for carrying them. This is not the rule in all shops, however; but the kilnmen contend that if it is done in one it should be the rule in all. The manufacturers refused to comply, and the bisque kilnmen quit work.

* *

Mr. Weller, of Newton, Weller & Wagner, San Antonio, Texas, who was here recently, urging the shipment of back orders and placing specifications for new requirements, said: "Aside from the fact that the 20,000 soldiers at our back door are creating new demands, we are doing a big business all over the South."

* *

Ten different States were represented in one buuch of buyers here a short time ago, and all wanted goods in a hurry.

* *

The demand for hotel ware is very active. There is little stock in the warehouses, and the manufacturers of the semi-porcelain hotel lines say they are about sold up.

* *

W. C. Lynch, with Taylor, Smith & Taylor Co., has returned from a Southern trip.

* *

Willard Morris, of the order department of the Knowles, Taylor & Knowles Co., has been spending his summer holiday with his family at Conneaut Lake, Pa.

*

There is a growing tendency among many pottery manufacturers not to accept any orders from new customers. It has become known that in a number of instances the new customer has orders on file at some other plant, and because of his inability to secure shipments as promptly as he would like tries to place his orders elsewhere.

* *

Among the buyers in the district were J. W. Watte, with Butler Bros., New York; Mr. Nelsou, with the Central City Crockery Co., Syracuse, N. Y., and John Ingalls, of the National Production Co., Chicago.

* *

About ten days ago a large buyer of domestic pottery from the South who has been unable to get delivery on a carload of ware which has been on file for several months attempted to place it elsewhere. Six firms were asked to take the business at their own price, but declined it with thanks.

* *

The battleship plaque line of the D. E. McNicol Pottery Co. is having an exceptionally heavy demand. There are six ships now shown in the series.

* *

So far as can be learned, no business has been placed with local potteries for 1917 delivery. A number of orders are on the files for November and December loading. Several manufacturers have said that they do not want any 1917 business just now, preferring to await market conditions at the year end.

* *

H. K. Connors, with the Crooksville China Co., who has been spending a vacation at his home here, left for the road last week, opening at the Ft. Pitt Hotel, Pittsburgh.

* *

The scarcity of labor continues to handicap production to such an extent that as a whole the industry is turning out but about seventy-five per cent of its capacity.

* *

Managers of decorating departments are actively engaged just now in getting out patterns for the 1917 trade, and advance samples show that some very clever designs will be offered.

* *

F. F. Debolt, pottery and glass wholesaler, plans to open an office in Mexico after conditions in that coun-

try have become settled, and is negotiating to that end with several interests there.

* *

Several new dinner shapes will be shown this fall, modelers having been engaged on the designs for some time past.

* *

A heavy shortage of handled mugs is reported. It is said there are not 500 dozen in the district that could be shipped immediately.

Mt. Clemens, Mich.

The Mount Clemens Pottery Co. is extremely busy, but, like all other potteries, is suffering for want of workers. Owing to the constantly-increasing cost of raw materials the officials feel that present prices are totally inadequate to cover cost of production. They have plans completed for an additional plant duplicating their present pottery, but are delaying its erection because of the high cost of building materials and shortage of labor.

Buffalo, N. Y.

The Buffalo Pottery is erecting a new plant adjoining the present one for the manufacture of vitrified china, and expects to have it in operation soon after the first of next January. This will enable the officials to devote the entire capacity of their present plant to the manufacture of their lines of semi-porcelain dinnerware, Blue Willow, and Deldare ware, the demand for which is increasing because of their high standard of quality and the satisfaction they give.

ROYAL COPENHAGEN WORKS EXPANDING.

A. G. LOBER, manager of the New York office of the Royal Copenhagen Porcelain Co., who has been in Denmark for several weeks, arrived here on the Oscar II. last week with the news that his company are about to enlarge their works. Desiring to increase their capital stock, they advertised in the morning papers, and before night the stock was oversubscribed three times. They have remodeled the plant and equipped it with the newest machinery, including a mixer operated by compressed air, and have installed a continuous kiln. They have broadened the scope of their educational department and are instructing many promising young artists and artisans.

Mr. Lober brought over fifty-four cases of ware, and expects another shipment in about thirty days. He is showing many new things, some of them finer than anything the plant has hitherto produced. A statuette about thirty inches high depicting the Christ is a wonderful piece of modeling.

Mr. Lober says the trade should understand that it is useless to mail letters from this country to Denmark with a two-cent stamp. Unless the sender puts on a five-cent stamp letters may never be delivered. If they are a supercharge of ten cents is made.

Mr. Lober's return journey was fairly comfortable except that the ship was taken into Scotland and detained two days while the cargo and passengers were searched. Not only was their baggage overhauled, but the searchers went through the passengers' pockets, and every paper was examined by British officials.

BOSTON BUSINESS NOTES.

BUSINESS conditions are most encouraging. Wholesalers say that they have never been so busy as now, commission men are booking orders faster than they can fill them in many instances, and the local representatives of many concerns and factories are equally fortunate.

W. E. Whipple, of Eaton & Whipple, Fitchburg, was here this week.

George W. Barber, inside salesman for the Mitchell, Woodbury Co., has returned from a three weeks' vacation at Brant Rock. Maurice Caro, glass buyer, will return Monday. Warren Merrill, of the hotel department, is on his vacation. George A. Stuart, assistant treasurer, and Herbert Ford are in New York for a few days.

H. R. Wheeler, traveling man for H. B. Hollis, is back from a vacation spent at Intervale, N. H.

Mr. Fletcher of the Clark-Sawyer Co., Worcester, paid his Boston friends a visit the other day.

George W. Beals has returned from his trip to Philadelphia, Baltimore and Washington.

Manager Kerrigan, of E. A. Runnells & Co., is back after a vacation spent in New Hampshire.

E. J. Tucker, of Chase & Francis, who returned the other day from a trip to Norfolk and back with his brother-in-law, who commands the steamer Edward Pierce, left for Maine on a combined business and pleasure trip which will extend over Labor Day.

John G. Nelson, buyer for the F. W. Nelson Co., Manchester, N. H., was here this week.

Carl J. Robinson, buyer of china and glass for the Jordan-Marsh Co., arrived home this week from a vacation spent at Portland.

The Standard Stationery Co. has removed to 90 High street and its old rooms at 113 Pearl street have

been rented until December 1 by the Butler Bros. E. Body, the Boston representative, is showing the holiday lines.

Miss Elizabeth G. Heath, employed in the New England sample rooms of the United States Glass Co., leaves on Saturday for a vacation in New Hampshire. I. W. Steimer, the traveling man, is to start on a trip to the factories after his return from Maine in a few days.

N. W. T. Knott is back from a business trip through the Pine Tree State.

Frank Smith, china and glass buyer for the Gilchrist Co., is due home Saturday from Lake Winnepesaukee, N. H., where he has been taking a rest for two weeks.

"Tom" Maguire, who has been with his family at Old Orchard, Me., is back at Louis Wolf & Co.'s sample rooms.

Frederick Sawyer has become the financial member of the Cook-Dodge Co. C. E. Dodge is to leave on Saturday for a vacation at Ocean Bluffs. Frank E. Hardy, one of the salesmen, is on his vacation.

John H. Hahn, of the Richard Briggs Co., is due back next Monday from his vacation.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 15, 1916.

BORDEAUX

100	packages	chinaware	Haviland & Co
18	"	"	L E Bohn
21	"	"	L Bernardaud & Co
12	"	"	J J Hines
52	"	"	Theodore Haviland & Co
15	"	"	Wm Guerin & Co
1	"	"	J W Dean
5	"	"	Davis Collamore & Co
39	"	"	Haviland & Abbot Co
2	"	"	A Murphy & Co
3	"	"	L Straus & Sons
348	"	"	Miscellaneous Orders
3	"	glassware	American Thermo Ware Co
6	"	"	G W Sheldon & Co
8	"	"	Sussfeld, Lorsch & Co
12	"	toys	G A & E Meyer
2	"	"	Straus Bros & Co

LONDON

1	package	earthenware	A Giess & Son
1	"	toys	W E Edgar
11	"	"	R H Macy & Co

DEMERARA

4	packages	glassware	U Clifford

HONG KONG

100	packages	chinaware	Long Sang Tai & Co
1	"	"	M C Bowman
25	"	"	J Wanamaker
33	"	"	He Chong & Co
120	"	"	Soy Kee & Co

LIVERPOOL

3	packages	earthenware	Fondeville & Van Iderstine
46	"	"	Maddock & Miller
6	"	"	Gimbel Bros
7	"	"	Butler Bros
11	"	"	E Boote
58	"	"	W S Pitcairn
13	"	"	G F Bassett & Co
6	"	"	Lazarus & Rosenfeld
15	"	"	H C Edmiston
9	"	"	L A Consmiller
1	"	"	Maltus & Ware
3	"	glassware	O G Hempstead & Sons
350	"	"	American Express Co
7	"	"	W H Plummer & Co
11	"	"	Davis, Collamore & Co
31	"	chinaware	Meakin & Ridgway
7	"	"	W H Plummer & Co
12	"	"	T S Todd & Co
16	"	toys	Geo Borgfeldt & Co
3	"	"	Stern Bros
31	"	"	L A Consmiller

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

19	packages	earthenware	Jones, McDuffee & Stratton Co
2	"	"	Richard Briggs & Co
8	"	"	Stone & Downer Co
1	"	"	Rowland & Marsellus
1	"	"	Jordan, Marsh Co
38	"	"	R F Downing & Co
76	"	"	American Express Co
74	"	"	Miscellaneous Orders

AT THE IMPERIAL HOTEL.

JAMES P. GORDON, representing the Jones, McDuffee & Stratton Co., Boston, opened up in room 292 on Monday morning. He has condensed in a small compass one of the greatest and most attractive varieties we have ever seen in one room. It includes china, earthenware and glass from foreign and domestic factories.

W. C. Lynch is showing in room 309 a number of new designs from the Taylor, Smith & Taylor Co., East Liverpool, and is laying much stress on the new "Ovana" pattern, which is a perfect copy, with no modifications whatever, of Haviland's famous "Romeo No. 2." The concern has certainly imitated to perfection.

Arthur Blackmer is in room 687 with his line of cut glass. It is all cut from lead blanks, and shows some very desirable patterns.

Robert Corey is in room 297 with lines from the Mitchell, Woodbury Co., Boston, comprising pottery from England, France and Japan. The house has stocks on hand and can ship promptly.

W. S. Benford opened up on Tuesday with his samples of cut glass.

Mr. Yerkes is showing cut glass from Steinman & Mayer.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,

BY

WHITTEMORE & JAQUES, INC.,

92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.

MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 17, 1916.

EDUCATING THE PUBLIC.

IT is proposed by cut glass manufacturers to educate the public, and particularly women, by printing articles in the public press showing the differences between the various kinds of cut glass—patterns cut by a wheel on lead blown potash blanks without previous preparation, hand-finished without the aid of acid; lead potash blanks that have been figured before cutting by being pressed in a mold, and acid-finished; glass without potash; and lime glass blanks, either partially figured or cut on plain blanks.

The idea is a good one, because, while the cheaper grades must be accorded the title of cut glass, they are not what many women suppose them to be. But such an educational campaign will be a long and very expensive process. The large majority of women are not great readers, except of fiction. Those who read the women's papers give their first attention to the fashion articles; then the stories; and if they have any time left may read about glass. Few women really read the daily papers. They may scan the headlines, and follow the doings of people in society, but little else; so that the articles would necessarily be confined to a certain class of periodicals. And the expense would be enormous, for after the first few had been printed for the sake of the news they would contain the rest would have to pay regular advertising rates.

The best and most practicable method of educating the public in this matter that has come to our notice is that pursued by a manufacturer who runs his line in a number of department stores. At the meeting held recently at Atlantic City he said that he bought several articles showing the different kinds of what is called "cut glass" and placed them on a table with a sign stating that they were not for sale. When a prospective buyer found fault with the prices of his product she was taken over to this table to compare his goods with the cheaper lines. It seldom failed to produce results. He educated that person in a short time.

The cheap lines have come to stay. Some of the lime blanks to-day are well cut and make a very presentable appearance. The point is, Does the woman think she is getting a lead blown article when she buys a lime pressed piece? Many manufacturers are using lime blanks as well as the best blown, and nearly everybody is using figured blanks. The use of lime blanks is increasing and will increase in a still greater proportion if more attention is paid to the cutting and finishing. How will these producers stand in the campaign of education?

PERSONAL.

WHEN, last week, a man jumped from the Singer Building, R. E. L. Wells, with L. Straus & Sons, was passing, and was within ten feet of the body when it hit the sidewalk. The sight made him ill, as it did others. Women fainted by the dozen. Miss Adele Sondergeld, stenographer for John Nixon, also was near, and experienced such a shock as to be unfit for work for hours after.

Miss Marguerite Doctor, who has made a host of friends among those who visit the New York wareroom of the Central Glass Works, leaves Saturday for a fortnight's vacation at Pittsburgh.

Lambert Dorflinger, who is "somewhere in Texas," writes that the boys have settled down to real business. Things that were hardships at first are but play now, and every man is ready and willing to go over the border if necessary.

W. A. Brock, with the Murray-Kay Co., Ltd., Toronto, Canada, was in New York the latter part of last week. Besides doing a large wholesale and retail crockery business, this concern is the Canadian representative of John Maddock & Sons, England.

S. B. Weller, of Newton, Weller & Wagner, San Antonio, Tex., with his daughter Margaret, registered at the McAlpin on Friday. Mr. Weller is loud in his praises of the canvas city located near his town.

He says the sanitary arrangements of the camp are perfect, a fine hospital is ready for emergencies, and everything is as up to date as if it had been established for years. Naturally, with so many soldiers in his vicinity, he is doing a good business.

Those in the trade who have occasion to telephone L. Straus & Sons will miss the pleasant voice of Miss Laura Platt, who presides over the switchboard. She has gone to Lew Beach, Sullivan County, for a fortnight's vacation.

E. A. Ernst, buyer for the H. & S. Pogue Co., Cincinnati, arrived in New York Friday. The headquarters of the firm in this city is at 200 Fifth avenue.

C. B. Konzelman left last Friday night for a two weeks' trip with the Handel Co.'s new fall line.

H. L. Weston, of Minot, N. D., china and glassware dealer, is registered at the Gregorian. He will be here for a week or ten days more.

Wm. Howell, of Pitkin & Brooks, Chicago, is at the Vanderbilt. His stay will not be long in New York, as it is his purpose to go to Japan in the very near future.

F. B. Hayden, who has been with Wm. R. Noe & Sons for many years, having started with them as a boy, severed his connection last week with the intention of entering into business for himself in the lamp line, giving special attention to the export trade. He has taken the store 53 Murray street, from which Wm. R. Noe & Sons moved May 1.

Geo. H. Silvia, with the Pairpoint Corporation, is in town this week looking after special trade.

Harry G. Mills, with the Homer Laughlin China Co., is taking his vacation in short trips in and around New York. His home is in Hackensack, N. J.; so he is within easy reach of the beaches. He will open his samples at the Imperial in the near future.

Thomas Grogan, who is practically the head of the Beamish Glassware Co., Kansas City, is expected in New York this week.

A. J. Schinagl arrived in town Monday morning. He says he is doing a wonderfully good business and is fortunate in having acquired a good stock of goods, having anticipated his wants last fall and spring. He speaks encouragingly of the trade in Chicago generally, and says all the State steet houses are doing a good business.

The Misses Mary and Jennie Norwich, Waco, Tex., are in town buying. They have the only exclusive china and glass store in their city, and do a nice business in a nice class of goods. They are bright young women, with a keen sense of humor, and tell some amusing stories about the old-fashioned darkies.

Henry R. Shirley has finished his vacation at Asbury Park and will leave for the road with samples from Maddock & Miller some day next week.

O. Phillips, buyer for Stix, Baer & Fuller, St. Louis writes that he will arrive in New York about the 21st.

Julius C. Hinz, manager of the Perfection Kiln factory, Detroit, was in New York this week conferring with B. F. Drakenfeld & Co., the New York representatives.

Morton Blumenthal, assistant buyer in the lamp and glass department at Greenhut's, has resigned. He has held that position under T. F. Stackpole for about two years. Before that he was with the Simpson-Crawford Co., under Harry Moscovitz, for three years. Mr. Blumenthal is an energetic, capable man, and some firm can employ him to advantage.

H. C. KUPPER OFF THE BLACKLIST.

REVISION of the British blacklist in favor of H. C. Kupper is told in the following statement by the law firm of Ivins, Wolff & Hoguet:

"Information has just been received from the commercial adviser to the British Embassy in Washington, and also from the United States Consul-General in London, through the State Department, that the London "Gazette" published under date of August 8 an Order in Council removing the name of Herman C. Kupper, 52 Murray street, New York City, from the British statutory blacklist.

"Mr. Kupper's name was published in the New York papers of July 19 as having been included in the blacklist. He immediately took the matter up with the British authorities and submitted a complete statement of his business activities since the beginning of the war. The prompt removal of his name from the list is a gratifying recognition by the British authorities of the correctness of Mr. Kupper's position."

BRITISH POTTERY EXPORTS.

DURING the first six months of this year England has increased her exports of china and earthenware over last year to all countries except Australia and the United States. It is rather a remarkable condition when it is considered how many operatives have gone to the front.

BRITISH EXPORTS TO	Six months ended June 30. 1915	1916
France	£ 6,909	£ 25,751
United States of America	205,157	193,582
Brazil	42,179	70,827
Argentine Republic	116,916	128,472
British South Africa	37,377	78,918
British East Indies	73,426	101,845
Australia	148,851	141,954
New Zealand	43,038	70,667
Canada	123,648	132,802
Other countries	175,476	251,558

MORE LABOR TROUBLE IN EAST LIVERPOOL.

THE sagger makers in the potteries of East Liverpool and vicinity have now gone on strike. They have been paying a portion of the cost for preparing clay for sagger making, and they now want the firms to stand all the cost. They also refuse to "run out" saggers without extra pay. The majority of them, after all help is paid, average from $20 to $30 or more per week.

The following statement has been issued by Charles F. Goodwin, secretary of the Potters' Association:

"We will stand pat on our agreement with the National Brotherhood of Operative Potters, and expect the sagger makers' union to do the same. We have nothing to consider with the sagger makers, as our agreement does not expire until October, 1917. The men have broken their agreement by walking out."

About 150 sagger makers are employed in the district. None were at work on Wednesday. They met in their hall at East Liverpool Monday and Tuesday nights, and the Labor Committee of the United States Potters' Association met in the rooms of the Potters' Club on these nights also.

Should the strike continue, it is only a question of time until the other departments will be compelled to suspend operations.

As noted in another column, the kilnmen are giving more trouble, and now it is rumored that the dish-makers plan to ask for a change in working conditions and an increased wage. On top of this, it is said that the men in the clay shops contemplate asking extra pay for carrying ware to the green room.

Special Despatch to CROCKERY AND GLASS JOURNAL.

EAST LIVERPOOL, O., Aug. 17.—The U. S. Potters' Association this morning officially notified the National Brotherhood of Operative Potters of the sagger makers' strike, declaring that the Association would not treat with the strikers, and demanding that the union order the strikers to return or fill their places with competent workmen.

One pottery closed to-day, and another will close next week. Plants at Salineville, East Palestine, Salem and Steubenville are also affected. Sebring sagger makers have notified their employers that they will remain at work.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, , lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

H S Albaugh, c, Franklin, O.

T C Lorenzen, hf, c, Kaufman, Straus & Co, Louisville. 200 Fifth ave.

Miss K Welch, g, A Herz, Terre Haute. 120 West 32d.

W L Brenn, hf, G M McKelvy & Co, Youngstown, O. 1270 B'way.

J W Wiechel, hf, E Wren Co, Springfield, O. 353 Fourth ave.

J W Horne, t, Kaufman Dept Store, Pittsburgh. 1261 B'way.

R Orr, hf, t, Lord & Gage, Reading, Pa. 23 East 26th.

P L Beck, c, g, t, Baltimore (Md) Bargain House. 354 Fourth ave.

E L Hickey, hf, J J Nathan & Co, Beaumont, Tex. Longacre.

A J Schinagl, c, g, l, Siegel, Cooper & Co, Chicago. 15 East 22d.

H Berliner, c, g, l, Gimbel Bros, Milwaukee. B'way & 32d.

B F Welden c, g, Sisson Bros-Welden Co, Binghampton. 220 Fifth ave.

R C Argus, g, Marshall Field & Co, Chicago. 104 Worth.

H L Gearhart, hf, Wyman, Partridge & Co, Minneapolis. 18 West 35th.

E D Stauffer, t, May Co, Cleveland. 37 West 26th.

A F Brockman, hf, and H Greve, t, The Fair, Chicago. 225 Fourth ave.

L L Brink, t, W L Milner & Co, Toledo. 116 West 32d.

C W Neyhard, hf, c, Miller, Rhoads & Swartz, Norfolk. Grand.

H B Cohen, hf, c, g, Sanger Bros, Waco, Tex. 19 East 24th.

J L Haines, c, g, J B White & Co, Augusta Ga. Prince George.

Mrs M Mason, c, Tilden-Thurber Co, Providence.

Miss A W Schwartz, Houston. Martinique.

R Evans, hf, J N Adam & Co, Buffalo. 18 West 35th.

H Fussner, hf, t, McAlpin Co, Cincinnati. 23 East 26th.

F E Fleischman, hf, c, I Freimuth, Duluth. 1170 B'way.

A A Bristow, Smith & Bristow, Greenville, S C. Great Northern.

W J Moreland, hf, E Malley Co, New Haven.

L Bremmerman, St Louis (Mo) Glass and Queensware Co.

J Guy Hawthorne, Wanamaker's, Philadelphia.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Every buyer of glassware west of the Mississippi river should secure immediately a copy of "Western Freight Classification No. 54," effective September 1. Rates on glassware have been advanced in some instances all the way from 5 to 150 per cent, and the sale of some lines will in consequence be out of the question. It cannot be stated upon authority at this time whether or not any interest will appear before the Interstate Commerce Commission and ask for a suspension of the schedule. These increased rates in the Western classification tariff will, in a measure, govern those to Pacific Coast territory, as the latter are generally based upon the former. One very important change to car lot buyers in Western territory is found in the clause where the minimum weight of 24,000 pounds to a 36-foot car has been changed to conform with the length of the car. When a 40-foot car is used, or a larger length car, the minimum weight will be noted according to the length. The glass manufacturers are urging all their customers to procure a copy of this tariff and make a close study of the changes in the glass schedules. The sale of the common gold-band or gold-line tumbler west of the Mississippi will be practically eliminated. Gold-decorated ware is now double first class, and the common gold-decorated tumbler therefore takes the same rate as the most costly gold-encrusted ware produced. A gold-decorated tumbler selling at 35c per dozen pays the same as cut glass tumblers selling for $25 per dozen. This new tariff will go a long way toward killing the sale of glassware in the territory affected.

Railroads continue to be slow in making deliveries. Ouly recently it required eleven days for a shipment of glassware to reach this market from a factory twenty-five miles from Pittsburgh.

Buyers of blanks have been active in this market for over a month, and the opinion prevails that the demand for cut glass this fall will be the heaviest ever experienced. All buyers are placing very liberal specifications for both immedtate and future delivery. New shapes are in demand, and the manufacturers who have the largest variety of blanks are selling the entire line without trouble.

Among the buyers here within the past few days were George H. Bowman, of the George H. Bowman Co., Cleveland; Mr. Brown, of the Sunshine Cut Glass Co., Cleveland; President Marsden and Manager McCracken, of the Liberty Cut Glass Co , Detroit and Egg Harbor, N. J.

Buyers of glassware say they do not know where they are at when it comes to prices. While there has been no horizontal advance on any list, increases in some instances have been very pronounced. One buyer declared: "Every time I go into the market I am compelled to pay more for merchandise that on my previous trip."

Sharp advances have been made within the past fortnight in the shares of the United States Glass Co. At this writing the stock is quoted at close to 35, the highest in several years. Some time ago it was slightly below 20. The company is doing the biggest business in its history, and its annual statement, which will be issued shortly, will be a very favorable one.

In drilling for water at the plant of the Opalescent Glass Co., Clarksburg, W. Va., a vein of mineral water was struck, so strong that it spouted several feet above the surface. The company then arranged to drill elsewhere abont the site, and plans to market the mineral water.

The wholesale jewelry trade has been active in buying cut lines and also the newer etched patterns on blown ware. The advanced prices on etched ware have not retarded sales, buyers wanting the goods as soon as they can get them.

The management of the export department of a large glass company, speaking of future opportunities in Mexico, said: "Upon the restoration of peace and the return of normal conditions unprecedented opportuni-

ties for increased business in Mexico will be opened to the glass manufacturers of this country. Stocks of merchandise are depleted, and we expect our Mexican business to be more than doubled as soon as the strife in Mexico is ended."

Punch bowls and a number of items of utility have been added to the new colored cut glass line of the United States Glass Co. The line as a whole is having an excellent movement, especially among the department store trade.

Follansbee, W. Va. The Jefferson Glass Co. will place a new twelve-ton continuous tank in operation within the next fortnight. The company plans to suspend operations at its Millersburg, O., plant because of the difficulty of securing sufficient labor to obtain the required production there, and will increase the output at the local factory. The company is installing many other improvements to its plant here which in time will greatly increase the output of all lines.

EARLY TRAVELING DAYS IN ENGLAND.

I SHALL never forget my first day on the road, writes an old-time English traveling salesman in the London "Pottery Gazette." Arriving at Reading with a basket of samples, I was immediately pounced upon by a busman who asked for my custom at his hotel. My basket was loaded on top of the bus with others, and I was driven to the old Dickens type of commercial hotel. Arriving at this hotel, we entered by a gateway arch under the upper story of the house, and entered a spacious yard quite in the centre of the building. My basket being taken from the bus, I was asked if I required a stock room, and I stated I hoped so, but wished

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You are requested to come and
inspect



THE ANIMALS MODELED BY Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK--

Continued from page 20

to see first if my customers required to see the samples. I then called upon Messrs. Watson, that very old-estsblished business, and also upon Messers Poulons. I met with a hearty response, and returned to the hotel and requested a stock room. This stock room was a very antiquated parlor, but answered its purpose admirably, and for company I had the sweetest of singing canaries.

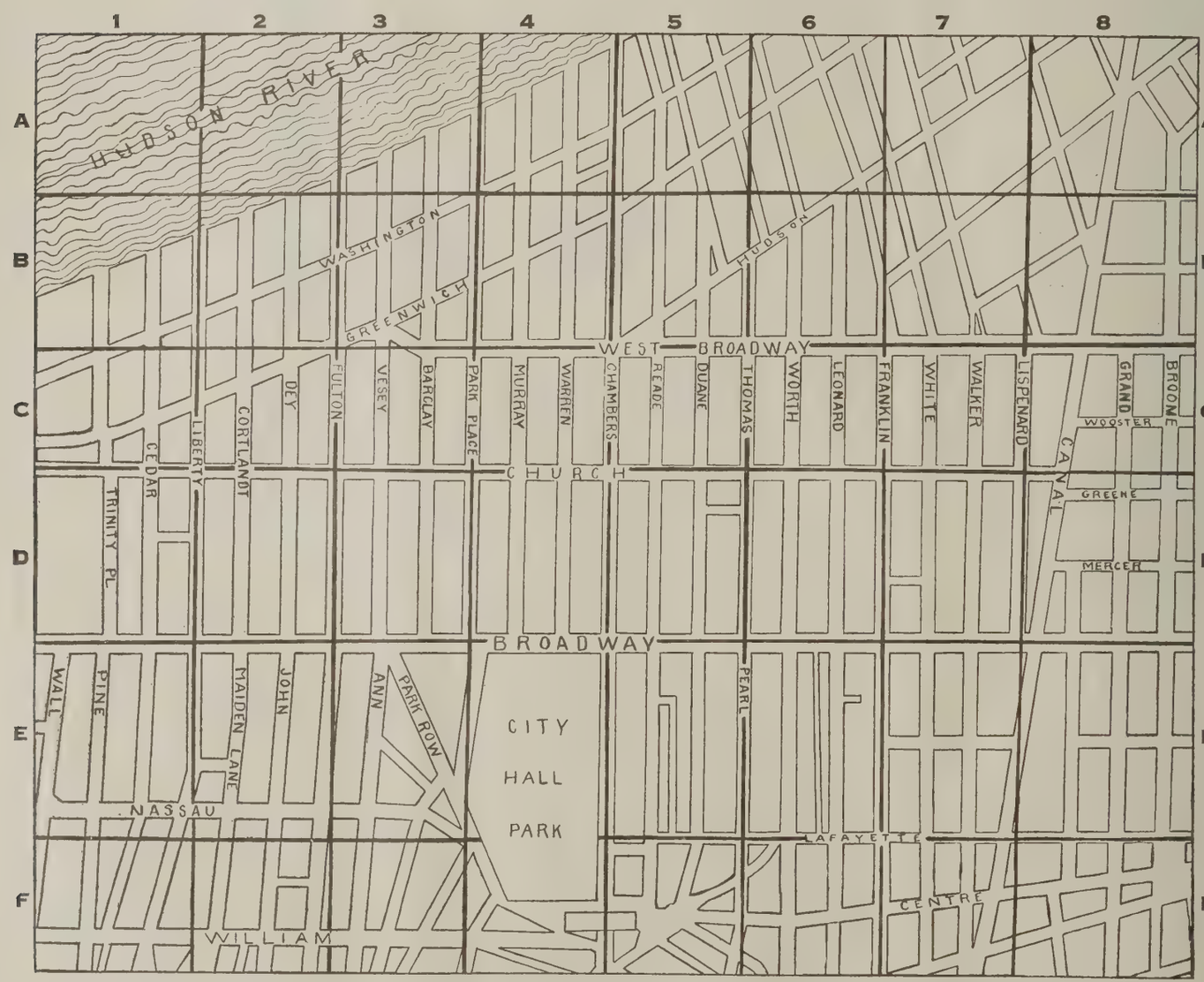
I was busy for the next hour in laying out my modest samples. One o'clock arrived, and I was summoned to dinner by an old-time waiter with the proverbial serviette on his arm. I was ushered into the commercial room, where already the president was sitting at the head of the table surrounded by four others. The waiter with much ceremony asked if I might join, and the president said, "Certainly; you shall be the vice."

All this was Greek to me, being my first day on the road. I was seated opposite the big man at the head of the table. The soup was put on. After all had been helped the president addressed me with the remark:

"What do you say, Mr. Vice—shall it be sherry?"

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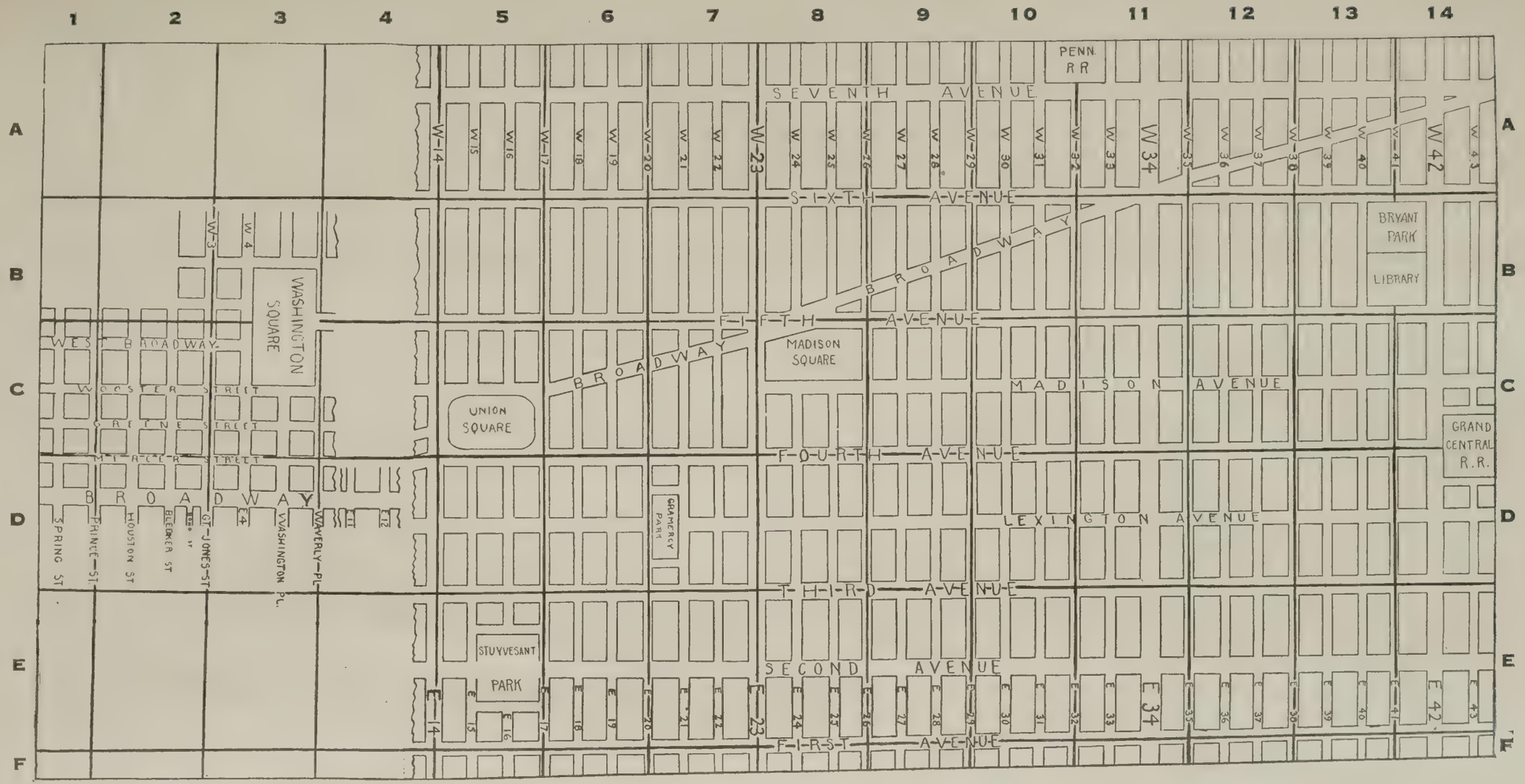


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Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th..... C-12
Haviland, Theodore, & Co.. 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave..... C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave. B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8
Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co.' 45 East 20th St.....D-7

Continued from page 22.

And I replied, "Whatever you suggest, sir, I shall be happy to fall in with."

The others concurring, a bottle of wine was produced and went around while the soup disappeared. Fish followed, and another kind of wine. Joints, and another bottle; sweets followed, and I finished with cheese; and then the president in a kindly way said:

"Gentlemen, although we have had our half-bottle limit, do you not think the occasion warrants a bottle of port?"

What could I do? I had to do as the big man wished, and a bottle of No.— was brought in, most stately in a wicker basket, as carefully as if it were a new-born babe. Certainly it was magnificent to my new ideas, being the first banquet of its kind I had sat down to.

My trouble commenced when his majesty ordered the waiter to bring in the bill, and I was asked to divide it. My feelings can be imagined when I found my share of the dinner worked out at 7s. 9d., and we instructed the waiter to put the odd money into the boxes of the Travelers' Benevolent Society and Schools. I began to think how far my expenses would go if this was to take place every day.

The funny part about this feast was when I went into the commercial room about five o'clock to find our worthy friend sitting fast asleep in his chair exactly as I left him at the end of dinner. Later in the smoke room I again saw his majesty with a glorious cigar and his toddy, always surrounded by his friends; and upon asking who this great man was I was told he supplied the wines at the house.

This caused me a deal of thought.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Foreman or manager for decorating shop, familiar with cold colors and fired gold. THE LANCASTER GLASS CO., Lancaster, Ohio.

SITUATIONS WANTED.

AN A1 cut glass salesman of wide experience wishes to associate himself with an established factory turning out a popular-priced line. Have an extensive acquaintance with the trade throughout the Middle West, West and South. Address A 987, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

BUSINESS OPPORTUNITIES.

WANTED—A line of electric portables, both in art glass and silk shades, to sell on commission by salesman who has covered territory for twenty-five years. Address A 992, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The ARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SOUDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 24, 1916.

THE CONDITION OF BUSINESS.

New York

With fewer buyers arriving and the departure of many who have been here there was a perceptible falling off in sales this week. Mail orders, too, were fewer; but that is not surprising, considering that it is the vacation season. It has been a matter of remark why so many buyers came at all. Except for some few things, little for immediate delivery is available. The shortage of goods in the hands of the retailers is becoming more acute. The crying need is for matchings for open-stock dinnerware. How much unsalable stock awaiting these matchings is under the counter it is impossible to estimate. The French and English stocks will be made available possibly in a short time by arrivals from Europe. Those who are carrying German goods do not see any immediate relief in sight. There is more hope when it comes to domestic pottery. At least there is a chance of getting matchings, unless the troubles which are now agitating the potters of East Liverpool should culminate in a suspension of manufacture.

The situation in imported glassware remains practically the same. Neither German nor Belgian goods are coming in, and practically no French.

Domestic glass manufacturers cannot get full production and are receiving enough demands daily to consume the output. Consequently orders are piling up. And there is every prospect that the demand for glass will increase; so it looks as if all the American manufacturers will have more business than they can handle for some time to come.

Retail trade in the metropolitan district has been slow, and conflicting reports come from various sections of the country. Some places report good trade and other are complaining. Of course it is the midsummer season, and with the extreme hot weather all over the country there is not the ambition to buy that there will be later on. Every buyer seen here is anticipating big business. Even in the South there is a hopefulness not known for a long time. While the cotton crop is short, prices are high, and there is a very optimistic feeling throughout the cotton belt. There is also a shortage of wheat, but, like cotton, the price makes up the difference. In manufacturing centres business is booming and fortunes are being made daily. Taken all in all, the prevalent idea is that a big fall business in crockery and glassware is likely to materialize, the result being dependent on the ability to get sufficient goods.

East Liverpool and Vicinity

So far as orders are concerned, the manufacturing potters have all they can take care of. But the production is far below normal, and the present situation is anything but encouraging. Should the strike of the sagger makers continue any length of time, and the potteries be forced to suspend operations, a famine in pottery is bound to result. Stocks in warehouses at present are unusually low, it having been impossible to get sufficient production from the kiln departments. The manufacturers are taking care of old patrons as best they can, and are refusing orders from new customers.

Pittsburgh and Vicinity

A little falling off in new business has been noted by the glass manufacturers during the past ten days. There is an abundance of orders on file, however, and the factories will have no occasion to slacken operations in the slightest degree. An excellent demand prevails for cut glass blanks, while blown ware is in heavy requirement. Some factories are refusing business on certain lines under three and four months' shipping.

EXPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of July amounted to £30,934, being an increase of £4,.477 compared with the figures for the month of June.

THE SALESMEN'S OUTING.

REPORTS made by the various committee members at a meeting held on Tuesday on the uumber of tickets sold to date for the outing of the Pottery, Glass and Brass Salesmen's Association to be held next Saturday, August 26th, at Karatsonyi's, Glenwood-on-the-Sound, indicate a capacity crowd, and when the returns are all in it looks as though there would be an overflow. But with the staunch little steamer "Commander" able to transport all that come, and Karatsonyi ready to serve that famous shore dinner to as many as present a ticket, it's a case of "the more the merrier."

Final arrangements have been completed, and no detail has been overlooked by either the General Committee or the Sports Committee to give everybody a real old-fashioned good time that they won't forget for a while.

Preparations have been made for the customary palatable buffet luncheon to be served on board the boat, and Ferris's Military Band promises a programme that will appease the musical appetite of the most critical.

It is a good, round three dollars' worth—a delightful sail to and from the picnic grounds, luncheon, dinner, music, and a fine afternoon in the open, with a programme of athletic events that will afford plenty of interest and amusement.

But one more day remains in which to secure tickets; so those who haven't one better get busy, to avoid regrets that are sure to follow non-attendance.

Once more we state that the steamer "Commander" leaves Pier 8, near foot of Wall street, at 9 a.m. sharp, and touches at Recreation Pier, foot of East Twenty-fourth street, at 9:30 for those who find it more convenient to go from uptown.

For those who cannot make the boat, Karatsonyi's may be conveniently reached by taking trains for Glenhead, via Long Island Railroad, from Pennsylvania Terminal at Thirty-third street. Stages meet all trains.

Immediately upon arrival the ball game, Married vs. Single, will be played, after which the track and field events will be run off in time to sit down to dinner by five o'clock, which will insure a prompt start for home and an early arrival in New York.

Rules for the various events and the prizes are as follows:

Contestants for prizes must be members of the Pottery, Glass and Brass Salesmen's Association, or eligible for membership therein.

Entry books will be open on the upper deck of the steamer Commander for both the ball game and track and field events, and will be kept open until the ball game is started, when they will automatically close.

No contestant will be allowed to win more than two prizes.

The Sports Committee may make such rulings in addition to those printed here as they see fit. From their decision there will be no appeal, while, of course, the judges will have absolute say in determining the winners of the various atheletic events.

100-YARD DASH.

	Prize	Donor
First	$5 gold piece	H Benedikt
Second	Silk umbrella	Fred C Brey
Third.	Cut glass clarel bowl	Ed Craig
Fourth	Picture	James M Stewart

FAT MEN'S RACE.

First	Gillette razor	E F Anderson
Second	Cut glass orange bowl	Charles O Kiefer
Third.	Liquor set	J J Hines

RUNNING HIGH JUMP.

First	Desk set	Lazarus & Rosenfeld
Second	Cut glass vase	E W Hammond
Third.	Flower bowl	S A Weller

RUNNING BROAD JUMP.

First	Cut glass punch bowl	Thos G Jones
Second	Empire vase	H C Kupper
Third.	Embossed Queensware salad bowl	K L Wedgwood

RELAY RACE.

(Between teams from Uptown and Downtown Districts.)

Winning Team	Brass coal scuttle	Horace C Gray
	Casserole and metal. container	M Hirsch
	Hors d'œuvre dish	Justin Tharaud
	Oil painting	James M Stewart

(Members of winning team will draw lots for choice of these prizes.)

THREE-LEGGED RACE.

First	Men's toilet set	Marc T Lester
	Women's toilet set	Marc T Lester
Second	Two boxes cigars	A G Rohde

SACK RACE.

First	Bronze electric portable	Chas Parker Co
Second	Cut glass nappie	Thomas Shotton
Third.	Tobacco jar	Buffalo Pottery

QUARTER-MILE SWIM.

First...$5 gold piece.....General Gas Light Co
Second.Cut glass ice cream tray.Max Herbert
Third..Smoker's stand.....L D Bloch & Co

CONSOLATION HUNDRED-YARD RACE.

First...Glass coffee percolator D King Irwin
Second.Vacuum bottle.... ....Harry S Mirrielees
Third..Pottery vase.. .....Zanesville Stonew'e Co

PRIZES FOR TICKET-SELLING CONTEST

First ..Cocktail set.....J Duncan Dithridge
Second.Chocolate set.....Maddock & Miller
Third..H'd-painted glass vase .Lambert Dorflinger

NEARING A CRISIS.

BECAUSE of the continued violation of existing agreements between the United States Potters' Association and the National Brotherhood of Operative Potters by members of certain local unions, the former has, as a result of the present strike of the saggermakers, issued a statement that gives promise of being far-reaching in its effect. Those who can read between the lines will see that ere long "patience will cease to be a virtue."

Officials of the Brotherhood conferred with Saggermakers' Local No. 16 last Monday night, and after a survey of conditions ordered the men to return to work at once or be expelled from the Brotherhoood. The threat had no effect, and the strike continues. Unless saggermakers are soon employed the manufacturers will be compelled to suspend operations.

Following is the statement of the manufacturers, in part:

Since fundamental features of the wage agreement between the United States Potters' Association and the National Brotherhood of Operative Potters have been persistently violated during recent months by certain individuals affiliated with the National Brotherhood of Operative Potters, thereby inflicting serious and irreparable hardship and loss, not only upon the firms directly affected, but also upon every fellow workman who honorably abides by his agreement, upon every merchant who patronizes American potteries, and upon every local merchant and citizen who is in any way dependent upon the steady operation of the potteries; and since the majority of these vitally-interested persons have but a vague idea of the history, character and importance of the wage agreement, it is in order at this time that a plain statement of the facts be submitted for the information of the general public.

The basis of the wage agreement is the so-called uniform wage scale. It is important to remember that the National Brotherhood of Operative Potters is the father of the uniform scale. It was originally adopted at the insistent demand of the National Brotherhood of Operative Potters, and the conferences that have since been held once in two years for the purpose of revising, amending and reaffirming it are according to the demand that the Brotherhood be officially recognized. It should, therefore, be clear that the manufacturers are dealing with the workmen in the manner and form proposed and demanded by their own organization.

In theory the wage agreement is all right. It is the method followed in almost all organized industries. Its weakness lies in the fact that its observance and only value rests upon the honor of the workmen, without adequate or effective penalty for violation. If the agreement is violated by the employer he may be immediately brought to terms by a justifiable strike. But when the workmen violate a pledge it usually takes the form of an illegal strike, or the threat of a strike if an attempt is made to compel them to observe the rules.

The officers of the Brotherhood have shown every evidence of being sincere in the desire that their locals and membership shall be loyal to their pledged contracts, as well as to their solemn obligation to the union; but these officers appear to be as powerless as the employers when the men reach the point of deliberately casting to the winds all sense of honor, duty or obligation, and frankly boast that their own contract is not worth a "scrap of paper"—that their word, pledge and oath are utterly worthless.

The original agreement with the Brotherhood was entered into against the protest of a considerable number of the manufacturers, who have always since been skeptical. They have always maintained that the contract is one-sided and that the honor of many of the workmen could not be relied upon in an emergency. They have insisted that if ever the demand for labor should exceed the supply for any considerable period, and the workmen conceive they had an opportunity to enforce better terms by smashing the agreement, and striking, in open and deliberate violation, many of them would act accordingly; and that any contract which they had solicited, and to which they had voluntarily subscribed, no matter how strongly expressed, would have no more power to hold them than a rope of straw.

These fears and predictions were fully warranted, as precisely that thing has happened time and again since last May.

An instance recently occurred in one large factory where the entire dipping and glost kiln departments lost a day because the dippers' girls concluded to take a day off to attend a dog and pony show.

In another case the entire jigger line in a large factory lost a day because some of the boys suggested they should go swimming. Everyone instantly laid down his tools and did not return until the next morning.

In a plant employing about 250 people the larger part are thrown out of employment on account of certain workmen having an objection to the firm continuing the services of the general manager. This man, eight years in the employ of the firm, the last three as general manager, must at the demand of certain dissatisfied ones be removed from his position. The rights of those whose money is invested to use their own judgment in the operation of their plant are given no consideration whatever.

A plant employing 200 people has been idle the greater part of the past ten days because the management, upon the resignation of the forelady in one department, did not put in a successor pleasing to the workers. The management selected a forelady from another department, and belonging to the same local as the girls over whom she was to be placed. She was selected because it was believed she was fitted with the ability to carry the responsibility of the department. The girls refused to work with her, insisting upon one of their own number being given the place, irrespective of ability.

If the loyal members of the Brotherhood could realize the consequences of this attitude of rebellion—just what it means for the present and future of our community—they would all unite in condemning the out-

rageous proceeding, and give those to understand who have no respect for their own word of honor that they are not entitled to the respect of anyone else.

While the wage agreement is nominally a contract only between the U. S. Potters' Association and the Brotherhood, it is the instrument upon which the welfare and prosperity of East Liverpool and every other pottery community rests. It is of supreme importance to every citizen of this community that the integrity of that instrument be preserved, and that all violators be brought before the bar of public opinion and made to realize the serious character of their offense.

Already East Liverpool has lost more by the unlawful repudiation of this contract than she has lost from all the fires for ten years past. She has lost more than would be required to support all her churches for five years. Furthermore, labor's own representatives have cast a stigma upon organized labor that it will not be able to live down in this community at least during the life of the present generation. Not only the violators, but all labor, must suffer the inevitable penalty for years to come.

UNITED STATES POTTERS' ASSOCIATION.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 22, 1916.

GENOA

79 packages glassware.....M Field & Co

GOTHENBERG

1 package glassware.....A Lindbeck

LONDON

1 package glassware..... Miscellaneous Orders
8 " " .....American Express Co

YOKOHAMA

12 packages toys.....S Leck & Bros

LIVERPOOL

11 packages earthenware.....Meakin & Ridgway
3 " " .....Lazarus & Rosenfeld
37 " " .....Maddock & Miller
18 " " .....G F Bassett & Co
31 " " .....E Boote
5 " " .....Knauth, Nachod & Kuhne
73 " " .....W S Pitcairn
4 " " .....Butler Bros
17 " " .....L Straus & Sons
2 " " .....Miscellaneous Orders
28 " chinaware.....Vogt & Dose
8 " " .....H C Edmiston
6 " glassware.....O G Hempstead & Sons
3 " " .....Pitt & Scott
5 " " .....Tiffany & Co
10 " " .....G Collamore & Co
8 " toys.....Geo Borgfeldt & Co

ROTTERDAM

19 packages earthenware.....F Bing & Co
48 " glassware.....J B Vandegrift & Co
521 " " .....S Bache & Co
11 " " .....Hammel, Rlglander & Co
175 " " .....Miscellaneous Orders
285 " chinaware.....Geo Borgfeldt & Co
3 " " .....M J Corbett & Co
7 " " .....E Torlotting
14 " toys.....Adams Express Co

FOWEY

1,150 tons china clay.....Moore & Munger
683 " " .....J W Higman & Co

HAVRE

3 packages glassware.....Rowland & Marsellus Co

IMPORTS AT PORT OF BOSTON.

GENOA

54 packages earthenware.....R F Downing & Co

INTERESTING ARRAY OF JAPANESE LINES.

EVERY buyer visiting the city should make it a point to include the salesroom of Mugi, Momonoi & Co. in his list of calls. In the stock department, ready for immediate shipment, is shown a collection of vases in reproductions of old Chinese that is really charming. There is almost an endless variety of flower bowls, in solid colors and decorated; also a new shipment of the



A CHARMING DOOR-STOP.

concern's famous artificial floating pond lilies in a full assortment of colors, and with these came samples of a new floating flower in the shape of a rose. A shipment of the latter will follow in time for early fall delivery. There is an excellent showing of Kochi ware with bamboo basket-work covering, in which may be found a number of exceptionally good items, such as hanging vases, jardinieres, fern dishes, novelty flower holders, candlesticks and lamps. The colors are yellow, green, brown and blue.

AIDING THE SEARCH.

A LADY customer was looking at tea kettles. The patient clerk handed down large tea kettles and small tea kettles, aluminum, porcelain and copper. Finally the customer said: "Thank you very much! I was just looking for a friend."

"Wait!" said the patient clerk. "Here is one more. Perhaps you will find your friend in that!"

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

THE "Plumwood" adjustable extension lamp, made by the Plume & Atwood Mfg. Co., continues to be as popular as when first introduced, the satisfaction that it invariably gives the user having made it a favorite with the dealer who appreciates the value of a pleased customer. The lamp is exceptionally well made in a brushed brass finish. It has ball-joint adjustments and is fitted with a white-enamel-lined parabolic brass reflector. Two styles are shown in the vases—one attractively embossed and the other plain.

The Macbeth-Evans Co. have just issued two brochures of Ajax-o lighting devices—one describing those intended for hospitals, and the other those designed for commercial purposes. The illustrations are as fine specimens of half-tone reproduction as we have even seen.

The assortment of mahogany portables shown by the Horace C. Gray Co. from the Chas. Polk factory never fails to interest visitors to his salesroom. The designs are rich, and the beautiful finish is a feature that always elicits favorable comment.

The Tajimi Co.'s salesroom always attracts the attention of the wideawake buyer looking for new things in the lamp line. The showing of vases for lamp mounts is in a variety of unusual shapes and decorations difficult to surpass, while the display of complete lamps can always be depended upon to include something unique. One of the latest is a beautiful conception in bronze with a carved open-work bronze shade to match the base lined with silk to match the color scheme of a room.

The Manhattan Brass Co. can always be relied upon for the best to be had in brass goods. This old-established concern has built up an enviable reputation for the quality and substantiality of its productions, and these features have been instrumental in making the line of floor and desk lamps so popular with the trade. The practicability of their special adjustable features makes them ideally adaptable for sewing, reading, etc., besides being attractive to look at. The complete assortment may be seen at their salesroom, 332 East Twenty-eighth street.

The progressive dealer should lose no time in getting his name on the Pittsburgh Lamp, Brass and Glass Co.'s mailing list for the concern's handsomely-illustrated catalogue No. 15, just off the press. It pictures



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

and describes, with prices, the most attractive and unusual line of electric and gas portables they have ever turned out. There are forty-eight pages of illustra-

tions of lamps in actual colors—such fine examples of the engraver's and printer's art that to look over the catalogue is almost equal to seeing the original articles; hence it is especially valuable to the buyer who is unable to pay a personal visit to the showroom. A postal to local manager Chas. Kraft, or to the factory direct, will bring one by return mail.

The latest novelty to be seen at the showroom of the J. D. Bergen Co. is a five-light electric candelabrum. The base is in the concern's very popular cutting known as "A Bud," a pretty combination floral and mitre design well suited to an item of this character. The top part is heavily silver-plated and beautifully finished. It is sold either with or without shades.

LIFE ON THE BORDER.

HAVING been released from further service in Texas, on account of physical disability due to the very trying climate, Kenneth P. Lockitt, with C. Dorflinger & Sons, arrived home Wednesday of last week as brown as a berry and carrying just seventeen pounds less avoirdupois than he started away with two months ago.

He is a member of the Seventh Regiment, which left New York June 21st, and relates an interesting story of the hardships that the soldiers—most of whom had been used to the comforts, and some even the luxuries, of life at home—had to endure in getting their first taste of army life.

The first night en route was spent in ordinary day coaches, the boys having either to improvise beds or sleep as best they could sitting up. The food on the trip consisted of the plainest rations—hardtack, canned beef and beans. After reaching Indianapolis Pullman cars were provided, and the remainder of the trip was spent in greater comfort as far as sleeping accommodations were concerned.

The boys were about wilted when they reached McAllen, Texas, with the thermometer registering 125. But scarcely had they made camp when they had a rare treat in the form of a rainstorm—a still greater treat for the natives, it being the first rain they had seen in sixteen months. My! but that shower-bath felt good! It did not take long to settle down to routine army life, the boys soon becoming used to reveille at 5 a.m., and readily welcomed taps at 10 o'clock after a strenuous day's work.

Mr. Lockitt refrained from saying much about the quality or quantity of food provided, but from what the reporter gleaned, the stories printed in the daily papers did not exaggerate the conditions existing in this respect; and no improvement was had until the soldiers began to spend their own money to procure decent food. The cooking, he said, was anything but good. The daily menu was about as follows: Breakfast—cereal, bacon, coffee, bread. Lunch—stew, jam, hardtack. Dinner—steak, or other meat, one vegetable besides potatoes, and once in a while dessert, usually rice pudding.

Shortly after Mr. Lockitt's arrival he was taken ill with stomach trouble and was removed to the regimental hospital for treatment. He was only able to be on duty occasionally during his entire stay.

He states that Lambert Dorflinger, son of Wm. F. Dorflinger, who is also a member of the Seventh Regiment, is quite hardened to army life, and is in fine health and spirits.

OBITUARY.

THE funeral of Lucien Antoine, an importer of this city well known to the older members of the trade, who died very suddenly from a cerebral hemorrhage a few weeks ago while crossing the ocean on a trip to Europe, was held on Tuesday. A. J. Fondeville, of Fondeville & Van Iderstine, an intimate friend of the deceased, was one of the pall-bearers.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 5, '16	Corresponding period 1915	Exports Jan. 1 to Aug. 5, '16	Corresponding period 1915
New York	370	143	7112	5975
Boston	6	242	2714	3259
Philadelphia	5	94	425	1855
Baltimore	114	76	2181	5168
San Francisco	....	2	969	1256
New Orleans	....	12	78	497
Portland, Me.	....	....	249	1006
Galveston	....	....	....	....
Newport News.	....	....	....	54
Portland, Ore.	....	....	16	140
Inland Points.	....	29	299	458
Total	495	598	14043	19668

From David Inglis & Co.'s Circular

TO	Shipments week end'g Aug. 5, '16	Corresponding period 1915	Exports Jan. 1st to Aug. 5, '16	Corresponding period 1915
Boston	6	242	2972	3259
New York	370	143	7452	5975
Baltimore	114	76	2339	5168
Philadelphia	5	94	424	1867
New Orleans	.	12	86	497
Newport News.	....	....	....	54
San Francisco.	....	2	969	1286
Portland, Me.	....	....	484	1006
Galveston.	....	....	....	....
Portland, Ore.	....	....	16	140
Inland Points.	....	....	107	406
Total.	495	569	14849	19658

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Notifying the officials of the National Brotherhood of Operative Potters that the Labor Committee of the United States Potters' Association would refuse to treat with Saggermakers' Local No. 16 and asking that the Brotherhood instruct the strikers to return to work, or else declare all positions vacant and place competent workmen in their places, has brought matters to a head. The Brotherhood officials seem to be unable to control the locals. In fact, open antagonism appears to have developed, the striking saggermakers having adopted a resolution at their meeting forbidding any member to "put his foot on any pottery." The strikers also received an official letter from President Edward Menge, of the Brotherhood, and by a unanimous vote returned it to that official without comment.

* *

The manufacturers have opened their Chalfonte agreement once this year, and by agreement it is to "stand pat" until October next year. "We might as well close now as later," declared several. "Unless the strikers return soon, we will be out of saggers and it will be impossible to fill the kilns. When the difference is adjusted, operations cannot start until a lot of saggers are made. It's as broad as it is long."

* *

The Hall China Co., are very fortunately situated so far as saggers are concerned. Sufficient are on hand to insure operations for at least three months.

* *

The Taylor, Smith & Taylor Pottery Co., the D. E. McNicol Pottery Co., and the Knowles, Taylor & Knowles Co. have succeeded in unearthing a lot of saggers in idle plants or that had not been used by other manufacturers. Several thousand old saggers owned by the Hall China Co. when it was in the general ware business were bought in at that time by the two former concerns, and now come in very handy.

* *

Daniel T. McCarron, formerly engaged as a salesman for the Potters' Co-Operative Co., has filed an action asking judgment for $397.62, claimed as commission on sales. The company denies the claim.

* *

Operations at the plant of the National China Co., Salineville, O., have been suspended pending the adjustment of a strike there. One of the girls employed in the glost warehouse, and a capable worker, was transferred or promoted to be forelady of the bisque warehouse crew. The latter resented the action and struck.

* *

Statistics gathered from the counting of bisque kilns show that the manufacturers are being "trimmed" most beautifully by the kilnmen. On the count of one kiln the value of ware totaled just a little over $3,500, whereas it should have been slightly in excess of $4,800. No wonder the manufacturers are not securing the production they should.

* *

Fire caused a loss estimated at over $20,000 to the plant of the American Porcelain Co. a few days ago. The property is that formerly owned and operated by the Croxall Pottery Co., on Second street. The fire gutted the rear of the plant, abutting the railroad, but did not eat its way through to the Second street side.

* *

"Unless there is a speedy change in labor conditions it will not be worth while to prepare samples for 1917 lines," said a decorating manager. "We have many new patterns ordered, and some have been delivered. But no one can tell what a day may bring forth."

* *

The action of the saggermakers in the Sebring, O. plants in voting to stick to their agreement with the manufacturers is highly commended.

* *

Upon his return from a tour through the Northwest, which included a trip into Alaska, with his son Frank, W. S. George, head of the pottery concern of that name, had numerous tangles to work out. The first was the strike of the saggermakers at the East Pal-

estine plant, and then he was notified that the employees of his plant at Canonsburg, Pa , were in grave dispute with the management. After surveying the situation at East Palestine, Mr. George left immediately for Canonsburg to adjust the situation.

* *

In order that the employees may have pure water, the Smith-Phillips China Co. has drilled a deep well on its property adjoining the plant.

* *

The new tariffs of the Western Classification Committee show that rates on pottery have been advanced in some instances to Western points. This is in keeping with the advance made on some grades of glassware, as announced in last week's issue.

AT CHICAGO.

BUSINESS continues good, considering the season, and few clerks in any of the china and glass departments of the stores have been asked to take a rest. Inventories which have now been taken by practically all of the stores disclose the fact that stocks are very low in all of them—due in part to the good trade and in part to the slowness of factories in delivering goods ordered.

* *

D. C. Bennett, who has a large lighting fixture store in Minneapolis, was in the city this week and purchased considerable new stock.

* *

George Spinney, who represents the Cambridge Glass Co., has completely recovered from his recent illness, and feels better than he has in a long time.

* *

C. W. Reasner, of Kelly & Reasner, has returned from Jackson, Mich., where he has been spending a few days on his father's farm.

* *

E. W. Merrill and A. Burke, representing the New England Furniture and Carpet Co., Minneapolis, were in the city on a buying trip last week. They were particularly interested in new offerings in the lighting glass line.

* *

Charles L. Patterson, buyer of china and glassware for Carson, Pirie, Scott & Co., is back on the job again after spending a few days in the country.

* *

Henery Fox, factory representative, is again reported seriously ill.

* *

C. G. Cragg and A. M. Meilke, who have been connected with the Fostoria Glass Co. for some time past, have formed a partnership to act as factory representatives, and have taken space in the Shops Building. They will be open for business about September 1. Several glass lines will be represented.

* *

J. W. Palmer, of the hotel department of Albert Pick & Co., has returned from his vacation.

* *

The Cut Glass Products Co. is to have a display at the annual convention of the American National Retail Jewelers' Association, to be held in Minneapolis Aug. 29 to Sept. 1. Harper J. Ransberg will be in charge.

* *

The Oscar Reinhold Cabinet Co., manufacturing housefurnishings, floor lamps and novelties, has just incorporated for $50,000. The factory was formerly located at Michigan City, Ind., but recently moved to Chicago.

THE TRAVELER AND THE HOTEL.

THE question as to when the relation of innkeeper and guest begins, in order that liability for the loss of baggage may be fastened on the innkeeper, was raised in the unique case of Parker vs. Dixon before the Supreme Court of Minnesota, in which the court held that while a person generally becomes a guest when he registers and asks accommodation, he may become a guest without doing either. The court says that handing baggage to the porter or bellboy of the inn may commence the relation if it is contemplated that accommodation is to be engaged; "but one does not become a guest by merely handing his satchel to such employe when he does not intend to engage such accommodation."

The facts in the case showed that the plaintiff, a traveling salesman, alighted from the train in a Minnesota town and handed his sample case and grip to the colored porter of the leading hotel. The porter took them to the hotel and dropped them with similar baggage of other guests on the floor of the lobby; but the plaintiff didn't at that time go to the hotel at all, and didn't expect to engage lodging or refreshment. He expected to finish his business in the town in a short time and take an afternoon train out; but being unable to finish he went to the hotel in the evening, opened his sample case, wrote his orders and gave them to the clerk to mail, "and sat about in the hotel chairs, for all of which he neither paid nor offered to pay, nor was he expected to pay therefor.' He took his evening meal elsewhere, and finally at ten p.m. registered and was assigned to a room. It was then found that the grip had disappeared.

The Supreme Court reverses a holding of the trial court that the relation of innkeeper and guest began as soon as the plaintiff handed his grip to the porter, and says:

"Generally the relation of innkeeper and guest

arises when the guest registers and engages accommodations. We do not wish to be undersood as saying that the relation may not arise before registering or engaging accommodation. No doubt it may. We have no doubt that the relation may arise at the time that baggage is intrusted to the innkeeper or his porter or bellboy if the parties contemplate that accommodations shall be engaged within a reasonable time. But we cannot hold that the act of handing a satchel to the porter of a hotel makes the owner of the satchel a guest, when he intends neither to eat nor sleep at the hotel nor to pay therefor, but intends only to avail himself, without expense, of the facilities and comforts which the innkeeper furnishes gratuitously to the public at large. For one who has neither been at an inn nor intends going there does not become a guest by merely sending his goods to be taken care of by the innkeeper.

"In this case plaintiff manifested no purpose of becoming a guest of defendants' hotel until after his baggage was lost, and the relation of the innkeeper and guest did not arise until that time. At the time of the loss of plaintiff's baggage the defendants were nothing more than gratuitous bailees, and the case must be disposed of on the principles of law applicable to bailments of that class."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, , lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

H Salomon, t Rothschild & Co, Chicago. 215 Fourth ave.

K K Denniston, hf, J D Purcell Co, Lexington. 315 Fifth ave.

D S Levy, t, J Goldsmith & Sons Co, Memphis. 148 West 23d.

L C Soule, t, D H Holmes Co, New Orleans. 19 East 26th.

A J Boisvert, hf, c, t, Davidson Bros Co, Sioux City. 1261 B'way.

A J Watts, hf, c, Woodward & Lothrop. Washington. 334 Fourth ave.

R I Illsley, t, Barnard-Sumner-Pntnam Co, Worcester. 75 Spring.

H Houston, c, R Simpson Co, Ltd, Toronto. 47 West 34th.

L G Wesselman, hf, t, Bailey Co, Cleveland. 75 Madison ave.

P Schaefer, hf, c, Adam, Meldrum & Anderson, Buffalo. 230 Fifth ave.

J D Lewis, hf, Carson, Pirie, Scott & Co, Chicago. 115 Worth.

A J Scott, t, Z L White Co, Columbus. Imperial.

F H Haskins, hf, Hills, McLean & Haskins, Binghampton. 320 Fifth ave.

G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

H T Sieman, hf, Herpolsheimer Co, Grand Rapids. 1170 B'way.

J J Delaney, t, Cohen Bros, Jacksonville. 225 Fifth ave.

N Silberberg, hf, c, Lowenstein & Bros, Memphis. 22 East 17th.

W J Hickmotte, hf, Hickmotte & Duckette, Mendon, Mich.

H Ruth, c, g, C L Ruth & Son, Montgomery. Flanders.

W B Kays, t, W & A Bacon Co, Boston. 1133 B'way.

Louis A Crampon, c, g, hf, J H C Petersen's Sons Co, Davenport, Ia.

J F Leary, hf, c, g, Houghton & Dutton Co, Boston. Bristol.

ALLEGED SWINDLER CAUGHT.

THROUGH the untiring efforts of A. P. Doctor and his son David, John Reichenbach, alias Snyder, a clever operator who purchased glassware last February from Mr. Doctor under false pretenses, is now landed in the Tombs awaiting trial.

Reichenbacher, who is of very prepossessing appearance, called at Mr. Doctor's salesroom and stated that he was about to start a jobbing business and must have goods immediately, promising payment c.o.d. The wares were sent to the address given. While on their way Reichenbacher 'phoned to Mr. Doctor stating that he had to leave his office and could not wait to receive them, but had just mailed a check for the amount. Hence the goods were left.

The check failed to arrive, and on investigation it was discovered that the goods has been resold to a concern in the Bronx at twenty per cent below the factory price. The matter was then brought to the attention of the United States District Attorney.

The trial is set for two o'clock next Tuesday.

BUSINESS BRIEFS.

Fire of unknown origin partially destroyed the American Porcelain Co.'s two-story brick plant at East Liverpool on August 16. Loss amounted to $35,000.

* *

The Tennessee Clay Products Co., which has been organized at Nashville, Ten., with a capital stock of $50,000, will take over the former plant of the Harley Pottery Co. there.

* *

The Geo. Doell Co. has been incorporated to deal in toys, novelties, etc., at Rochester, N. Y., with a capital of $25,000. Incorporators: N. Grossman, G. M. Wiesner and G. Doell.

* *

The Durand-Koering Glass Co., at Vineland, N. J., has been incorporated to manufacture glass of all kinds. Capital $50,000. The incorporators are Charles Durand, L. J. Koering and George Deleruyelle.

* *

William L. Blue, Cleveland, will attempt to make Elyria and Lorain, O., the centre of a new chain of five and ten cent stores to be known as the Royal Company Stores. The concern was recently incorporated with a capital stock of $300,000. Shares, $10 each, are to be sold in each of the ten cities where it is planned to open stores.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, INC.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 24, 1916.

IN our issue of August 3 appeared an editorial under the caption, "What is Cut Glass?" and the fact that it has been copied extensively by the press throughout the country shows that the wielders of the scissors know a good thing when they see it. But that does not excuse them from acknowledging its source. We are accustomed to seeing ordinary items reprinted without credit, and do not complain; but to crib an editorial betrays a deplorable ignorance of newspaper ethics.

AS AN OFFSET.

AT a recent meeting of the National Association of Manufacturers there was talk of organizing on the general plan of the labor unions as an offset to the latter's way of dealing with the manufacturers.

There is nothing unreasonable in such a course. If it is not illegal for workers to unite and call "sympathetic strikes" it ought not to be wrong for manufacturers to call "sympathetic lockouts."

The men have a right to organize, and a right to refrain from working if they do not like conditions. They have no right, however, to prohibit others from working if those others are willing to accept the conditions. Their method of stopping men from working is practically by violence. The manufacturers do not propose to emulate them in this; but by means of the suggested organization they do propose to act in unison.

What is fair for one is fair for another; and when it comes to the point that a man cannot run his own business without the consent of some "business agent" as to whom he shall employ or discharge, and what wages he shall pay, regardless of the ability of the employee, it is about time to do something.

The fundamental basis of governing in this country is that the majority shall rule. In the manufacturing world about fifteen per cent of the wage-earners are ruling—or trying to rule.

PERSONAL.

THAT two members of the trade should meet with almost the same accident on the same day is rather remarkable. F. S. Hunt struck a match on one of those patent "safety-match" holders. Unfortunately, the striking ends of the matches were up and took fire, burning three fingers of his left hand quite badly. At almost the same hour Theodore Frankel, holding a box of matches in his hand, struck one and the rest went off, burning the inside of his hand.

⚜

John Nixon, New York representative of the Fostoria Glass Co., came home last Saturday from a trip to Canada, where, after visiting the trade for a week, he spent a fortnight pleasuring with his children. He looks fine.

⚜

Fred C. Brey, with B. F. Drakenfeld & Co., left last Saturday for a short vacation in the mountains.

⚜

L. B. Lilienthal, Atlanta, Ga., arrived in town on Monday and registered at the McAlpin. He says business conditions are excellent, with everybody short of goods.

⚜

M. K. Lindner and C. J. Joseph, with the Dohrman Commercial Co., San Francisco, are due in New York soon. Mr. Lindner will probably arrive September 7 and Mr. Joseph a few days later.

⚜

Kennard L. Wedgwood is at his desk again after a short vacation at Long Lake, in the Adirondacks.

⚜

M. J. Kohner, who formerly conducted the jewelry department in the establishment of Bowman & Co., Harrisburg, Pa., is in town this week buying cut glass and lamps for a new store he contemplates opening in the above city about September 1st.

⚜

Harry L. Seixas, road representative for Edward Boote, returned on Monday after making a preliminary

fall trip which took him as far as Chicago. Mr. Seixas found business flourishing everywhere, with the merchants all looking forward to a big fall demand.

⚜

Wm. S. Pitcairn spent the first half of the week in Boston.

⚜

W. F. Ellisson leaves on the 30th for a trip through the Middle West with samples from Geo. F. Bassett & Co., his first stop being Pittsburgh. He starts out full of "sand," believing that dealers need crockery and that he has the kind they can use. Ellisson is a good talker. Start him on the subject of teapots, and see if he isn't.

⚜

H. F. Mackenzie left on Friday night with samples from the Hunt Cut Glass Co., Corning, N. Y. After Chicago. which is his first first stop, he goes through the Middle West, and then South.

⚜

A. B. Megraw has assumed charge of the Philadelphia office of the Jefferson Glass Co., of Follansbee, W. Va., at 704 Perry Building, Sixteenth and Chestnut streets, which consists of a suite of three rooms equipped in the most modern and artistic style. The company is to be congratulated on securing the services of Mr. Megraw, who enjoys an extensive acquaintance throughout the trade and is a glass expert of fourteen years' experience.

⚜

Fred Liebhart, manager of the Chicago office of the Strobel & Wilken Co., who has been making his midsummer visit to New York, leaves for home Saturday night.

⚜

H. Greve, housefurnishing buyer for The Fair, Chicago, is in town. He says business is fine, and his only complaint is lack of goods.

⚜

S. Nealis, buyer for the Gamble-Desmond Co., New Haven, Conn., was placing orders in New York this week.

⚜

Percy N. Leyland, representing Copeland's, England, arrived on the St. Paul last Sunday. He will be in New York for about three weeks, and then make his regular Western tour.

⚜

The secret of the popularity of Providence, R. I., with Kenneth P. Lockitt, who looks after the trade in the metropolitan district for C. Dorflinger & Sons, as a place to spend week-ends, came out on Tuesday of this week when the announcement of his engagement to Miss Marjorie Whritner, the daughter of a prominent family of that city, was made. While no definite date for the wedding has been set, it is expected to take place before many months roll by. We join with Mr. Lockitt's many friends in extending heartiest congratulations.

⚜

Max Hirsch spent the first half of the week on a visit to the Buffalo (N. Y.) Mfg. Co.'s factory, whose line he represents locally.

⚜

Arthur Bean arrived home on Wednesday from Boston, where he spent seperal days calling on the trade with the Lonaconing Glass Co.'s line.

⚜

Fred C. Reimer, of the Graham & Zenger sales staff, returned on Monday after being away from business for three weeks on what he expected would be a vacation, but which proved to be a trying time, for he was confined to his home in Brooklyn with a serious attack of ptomaine poisoning.

⚜

W. C. Woodward has engaged Clarence Wicklen to travel through the New England States with his lines of lamps, fixtures and lighting glassware. Other acquisitions to his sales force are E. C. Ochme, of Berkeley, Cal., who makes the Far Western territory, and L. E. Moncrief, of Atlanta, Ga., who travels through the South. W. A. Edmunds left on Tuesday for a trip that will take him as far as Norfolk, Va.

⚜

Henry G. Meyer, who has been to Japan buying for Geo. Borgfeldt & Co., is expected in New York on Monday.

⚜

Jos. V. Skelley, of Grafton, W. Va., left for home on Thursday after being in town for over a week buying goods for his store in the above city. He was accompained by his assistant, Chas. P. Skggs.

⚜

Morton Blumenthal, formerly with the J. B. Greenhut Co., is now nicely settled in his new position as assistant buyer of lamps and bric-a-brac, under W. S. Browning, with R. H. Macy Co., and is in charge of the department this week while Mr. Browning is away on his vacation.

⚜

J. H. Smith, of the Cox & Lafferty sales force, was at the New York office on Monday after spending a few days with his parents at Johnstown, N. Y. He left again on Tuesday for Pennsylvania, where he will make some of the principal points in the State before opening up in Boston the week of Sept. 4th, preliminary to a trip through the New England States.

⚜

Maddock & Miller will have a new road representative this fall in the person of Donald M. Miller. He will make Southern territory for the firm, and starts on

his initial trip about September 1. Mr. Miller has a personality that readily makes friends wherever he goes, and with his thorough knowledge of the lines he should prove a decided acquisition to the concern's selling staff.

⚜

C. E. and A. G. Banks, who operate Bank Bros.' chain of five, ten and twenty-five cents stores in different cities, were visitors at some of the salesrooms on Wednesday.

⚜

Marc. Lester, the jovial Toronto editor, arrived in town on Wednesday to attend the Salesmen's outing on Saturday. He says it would take a good deal to keep him away from one of these affairs.

⚜

Ira Clarke, sales-manager of the John B. Higbee Glass Co., is one of the regulars who will be on hand at the Salesmen's outing, having arrived in the city the first of the week.

⚜

Mrs. Jennie Levine resumed her duties as buyer with Stern Bros. on Wednesday, after a very beneficial rest from business cares for two weeks.

⚜

H. Benedikt returned on Monday after spending the greater part of last week enjoying a rest at Lake George.

⚜

Ed. Craig, local manager for the United States Glass Co., got back on Monday from a two weeks' vacation spent on the St. Lawrence River, with as fine a coat of tan as has been seen this season.

⚜

Fred Skelton is back at his desk after a delightful automobile tour through Canada.

⚜

George Semler, president of Geo. Borgfeldt & Co., landed in Vancouver on Thursday from Japan, where, with his family, he had been making a pleasure trip. He went to San Francisco to spend a short time, and is expected in New York in about ten days.

⚜

Chas. Hass, with S. & G. Gump, San Francisco, arrived in New York on Thursday morning to try and secure goods. He will not go to Europe this fall. Business is very flourishing, and he is prepared to give liberal orders. He is registered at the McAlpin.

THE story is told of a Scots elder who left off going to church because a stained-glass window had been erected in it. On being asked by the minister what were his objections to stained glass, he replied: "Its no' that I have ony rale objections to it, but I jist like the gless as God made it—plain."

HONORED AT THE FRONT.

THE New York office of Wm. Guerin & Co. is in receipt of interesting news from the war front in Europe. William Guerin, in command of a battery of heavy artillery fighting at the Somme, has been awarded the war cross and complimented on the battlefield by his superior officers for heroic work done by his battery. Andre Guerin has been at the front at Verdun, and the latest news gives a record of very good work done. Nothwithstanding the fact that both gentlemen, who are managers of the works at Limoges, have been away since the beginning of hostilities—a trying situation unequalled in any other large plant in that city—both factories are running and making satisfactory shipments every week.

BASKET WARE AT HOTEL IMPERIAL.

THE Basket Novelty Co. are making a beautiful exhibit of their comprehensive line of basketry in room 323, Hotel Imperial, in charge of A. Abrams, who has just engaged with the company. The concern makes one of the most up-to-the-minute lines on the market, and the display is replete with items entirely new in



this class of goods. The designers are kept continually busy originating new ideas, and how well they have succeeded can only be understood by seeing the line. The display is a revelation to the buyer who is accustomed to seeing the same old thing in basket ware. The showing will be continued for another week at least. After that, the line may be seen as usual at the company's factory and salesroom, 73-75 West Houston street.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Judging from present indications, the new plant of the Paden City (W. Va.) Glass Co., in which Pittsburgh capital is interested, will be placed in operation around October 1. Active work upon construction and mold making is in progress. In addition to a general line, the company will, it is said, make a line of blown ware.

The new blown and stem lines of the Heisey factory were shown at the Ft. Pitt a few days ago by Charles Cassell. Some exceptionally clever etchings were exhibited.

Those factories which are featuring automobile lenses are crowded with business just now.

Many department store buyers are wondering where they are going to get lines this season for their September special sales. The factories are so far behind with shipments that deliveries of special orders cannot be counted upon.

A new line of cut glass vases, square in shape, and ten inches high, is being shown by the United States Glass Co. Floral cuttings predominate.

Sales managers are urging buyers to order their holiday requirements immediately if delivery for the Christmas season is to be expected. The glass factories have heavy unfilled business on file, and with new orders arriving daily the late buyer will have serious trouble in securing goods.

The new price list recently forwarded the trade by Bryce Bros. Co., Mt. Pleasant, is one of the most compact ever issued. It is of convenient size, and is a volume of over 200 pages, with blank pages in the back for memoranda.

Glass decorators have been "up against it" of late in receiving ware from the factories. "We would not care if the manufacturers would fill our orders within a fortnight or so; but when you receive a letter from a factory saying that your order has been received, but that it cannot be delivered inside of three months, certainly 'gets your goat,'" said one, recently.

Glass shares have been quoted at good prices of late. On many issues dividends have been paid, and in some instances extra dividends have been declared. Central Glass has sold at 143, and Fostoria Glass at 113. The latter stock paid 2 per cent August 1, and an extra cash dividend of 1½ per eent is payable September 15. Hazel-Atlas issues are firm at 189, while Imperial is quoted at 95. Warwick china preferred is held at 96. Last sales on United States Stamping were at 108. The transfer books of the Central Glass Works closed August 19 for a two per cent cash dividend, payable September 1.

Peter Latta, Jr., and Alexander McLusky, both of Glasgow, Scotland, are here making contracts for a large quantity of bottles.

Thomas J. Sullivan, president and general manager of the Mound City Glass Co., whose plant is nearing completion at Lumberport, W. Va., announces that the factory will be placed in operation September 1. The concern will manufacture blown tumblers, punch bowls and drawn stemware, and later will engage in the manufacturing of lighting glassware. The plant is being equipped at a cost of $60,000. This company is the outgrowth of the Mound City Cut Glass Co., formerly located at Moundsville, W. Va.

Some factories manufacturing blown ware are refusing business for 1916 delivery. One large buyer who sought to place a big order, when advised that he could not get delivery this year said: "I've just got to get these goods, and that is all there is to it." He immediately got in touch with other manufacturers, and by splitting up his order may obtain at least a portion of his requirements.

Glass stocks in factory warehouses are exceedingly low. Many manufacturers are making no stock what

ever. Occasionally small lots are left over from turns, and these are put in the bins; but they do not last long.

Charles E. Voitle, who for twelve years past has been manager of the Jeannette factory of the Pittsburgh Lamp, Brass and Glass Co., has been elected assistant to John Kunzler, secretary to the National Association of Manufacturers of Pressed and Blown Glassware. Mr. Voitle has been identified with the glass trade for approximately a third of a century and is eminently fitted for the position.

WHY GOLD FADES FROM CHINA.

WHY does the gold fade from the best china, supposedly fired at the proper temperature? This and other questions regarding the wearing of china are so well covered in an article on the subject recently printed in "Good Housekeeping" that we venture to reprint some of the most salient points:

A housewife complains that the decorations, especially the gold, have quickly worn off her china. In purchasing, she selected a good china of standard reputation, and felt she had a right to expect the decorations to wear well. She is unable to account for the unsatisfactory condition which has so early manifested itself, and makes a protest to her dealer. It is a familiar subject to him, for he knows that the cause undoubtedly lies in the faulty manner in which the china has been washed.

Hot water, or water containing alkali, all soaps, washing powders, soda, or any cleansing preparations, are apt to ruin decorations and remove every vestige of gold. Decorations, except the under-glaze ones, are placed upon the china after the article itself has been fully completed in its process of manufacture. The

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You are requested to come and
inspect



THE ANIMALS MODELED BY Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

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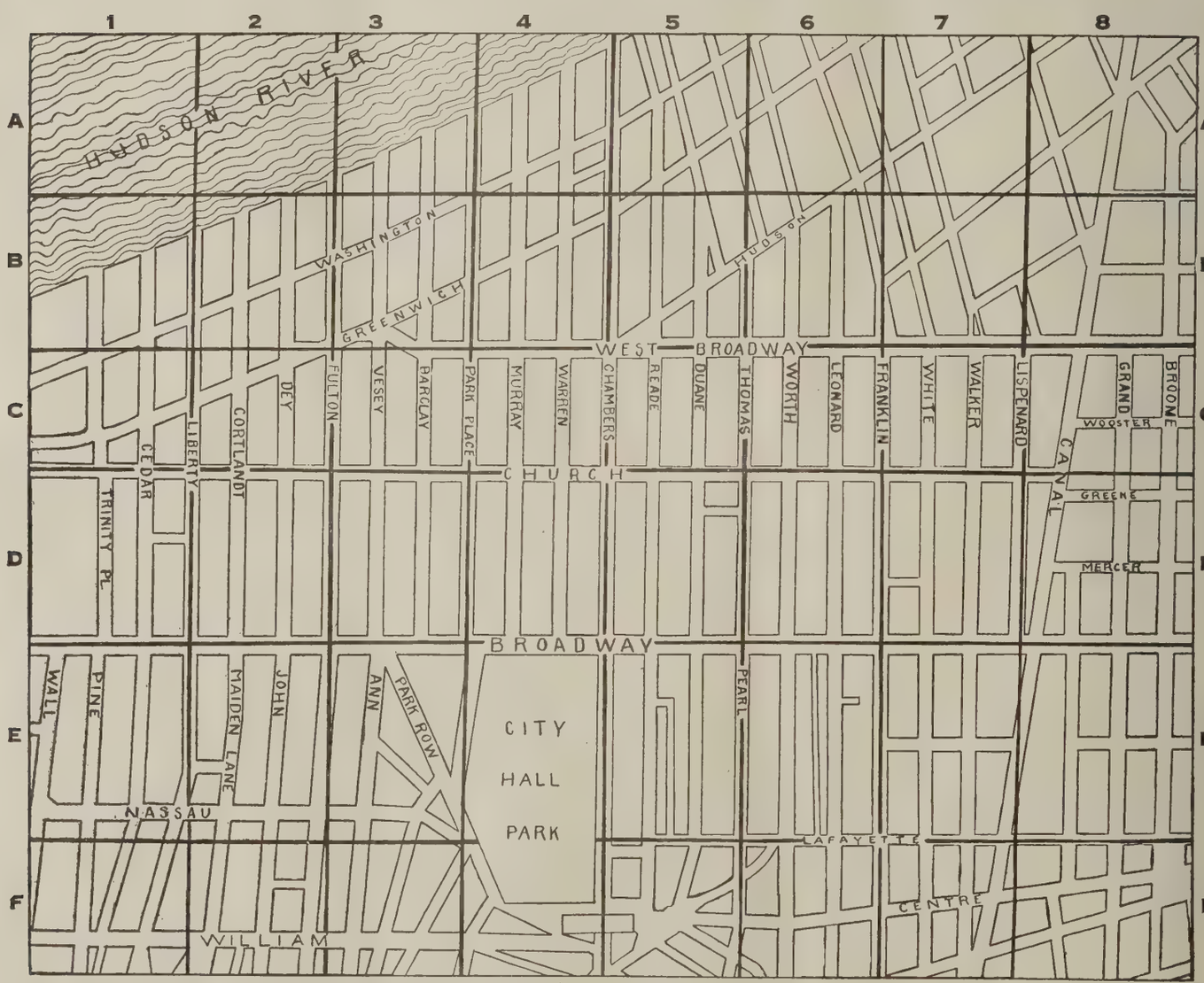
gilding on fine china is practically on the surface. The most skilful methods known to experts in the china industry are employed in the endeavor to make decorations lasting and permanent; but were the decorations to be subjected to the same degree of heat as the china they would entirely disappear in the firing-kiln. Gold decorations must be fired at a still lower temperature, since gold melts at a lesser degree of heat than color-ingredients. So that decorations upon china may be regarded simply as a plating, but necessarily far less durable than the china itself. The ingredients used in its composition, and the processes of firing in intense heat, make the china extremely hard, while the decorations are of a softer character. Therefore the decorations alone are susceptible to injury from exterior applications.

For these technical reasons it is imperative that the china be washed with the greatest care, if its beauty is to be preserved. Hot water should never be used, while yellow soap, liquids or powders are all injurious to both gold and colored decorations.

Properly, lukewarm water with the purest of soaps, when soap is essential, are all that ever should be used in cleansing china. Only a few pieces at a time should

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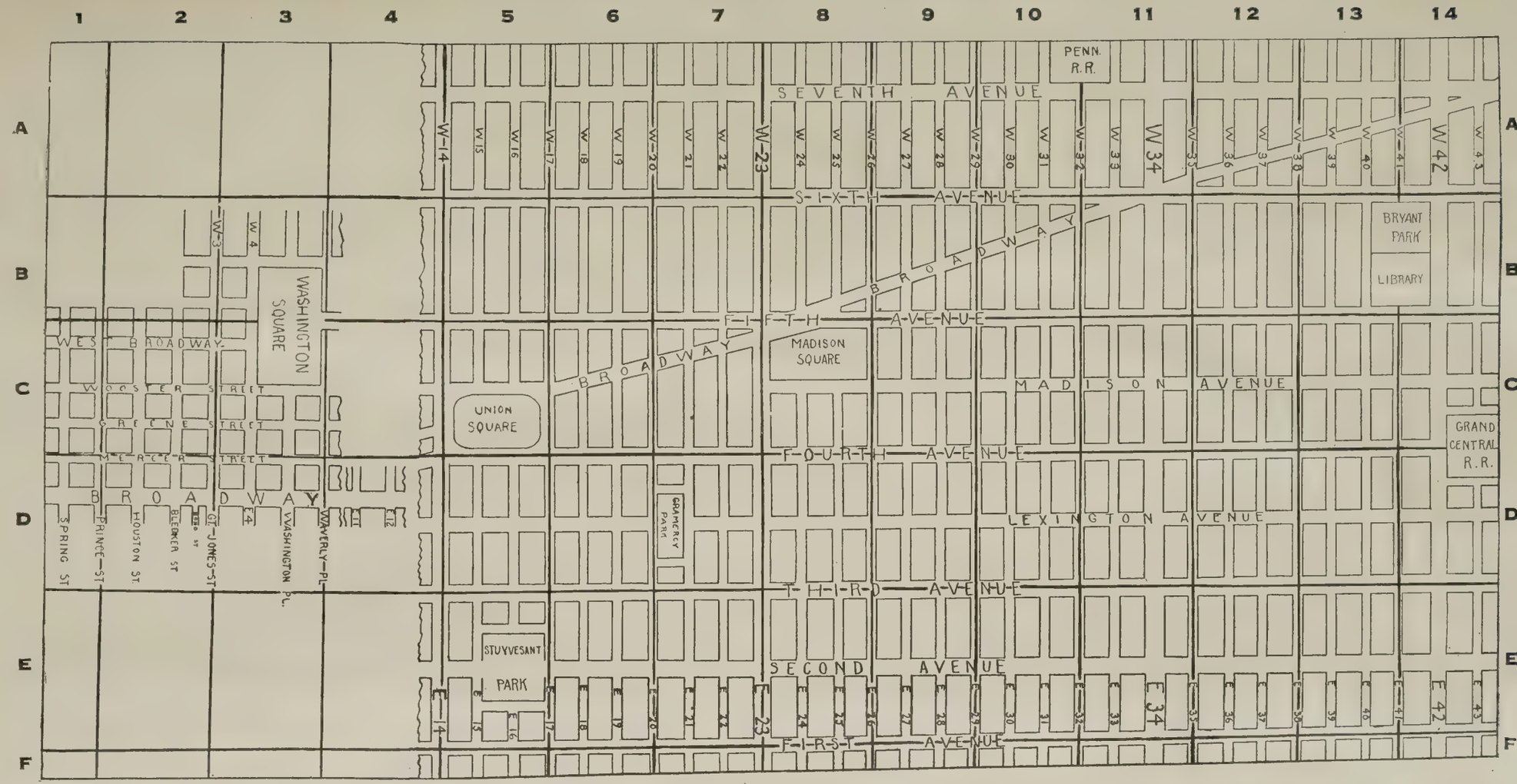


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be placed in the pan; they must be washed quickly, rinsed in clear water, and dried without delay. If a warm towel be used the drying will be more perfectly accomplished. China should not be allowed to "drip" dry after washing, but should be carefully wiped dry and put away. Standing the pieces up and allowing them to dry is apt to remove gold decorations entirely.

China should be washed immediately after using. It should not be left standing soiled, and, more especially, pieces that have been used for serving liquids salads, gravies, salted dishes, or any food that leaves the china wet or damp. It is even worse to allow the dishes to stand in water. Water-soaking, or allowing the decorations to remain wet for any length of time, tends to soften the ingredients composing the decorations—particularly gold—and the rubbing of the towel, when drying under such conditions, will imperceptibly remove the decorations and gilding.

There is danger in using hot water even for undecorated china, as a very hot teacup will easily break into pieces in the hands of the one who is drying it. The heat apparently makes the delicate china susceptible to the least pressure.

INSTEAD of jumping on clerks for the mistakes they have already made, it pays much better to show them how to avoid the mistakes they may be going to make.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Foreman or manager for decorating shop, familiar with cold colors and fired gold. THE LANCASTER GLASS CO., Lancaster, Ohio.

SITUATIONS WANTED.

AN A1 cut glass salesman of wide experience wishes to associate himself with an established factory turning out a popular-priced line. Have an extensive acquaintance with the trade throughout the Middle West, West and South. Address A 987, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

BUSINESS OPPORTUNITIES.

WE DESIRE TO GET INTO COMMUNICATION WITH RELIABLE PARTIES IN THE SOUTHERN AND MIDDLE WESTERN STATES TO HANDLE ON COMMISSION OUR WELL-KNOWN PARIAN AND OTHER GLASSWARE FOR ELECTRICAL ILLUMINATING PURPOSES. CORRESPONDENCE SOLICITED. GIVE REFERENCES AND EXPERIENCE. ADDRESS GILL BROS. CO., STEUBENVILLE, O.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted]	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain,	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, AUG. 31, 1916

THE SALESMEN'S OUTING.

IT would be necessary to dust off the dictionary and acquire an extra supply of adjectives to adequate ly describe the summer outing of the Pottery, Glass and Brass Salesmen's Association held last Saturday at Karatsonyi's, Glenwood-on-the-Sound. As a champion gloom-chaser, and altogether one of the most pleasurable affairs the Association has ever given, it holds a supreme place among the outings that have gone before. Everything ran with clock-like smoothness. There was nothing to mar the enjoyment from start to finish, and too much credit cannot be bestowed upon John Nixon, E. W. Hammond, Thos. G. Jones, Fred C. Brey, and those who worked with them. They were ably assisted by the weather man, who provided a day that was faultless.

The "Commander," with her cargo of enthusiastic outingites, tooted her farewell blast at Pier 8, foot of Wall street, at 9:45, and made the Recreation Pier at Twenty-fourth street about twenty minutes later, where she took on another good-sized crowd.

Soon after the start a raid was made on the toothsome viands provided for the buffet luncheon, and the hungry voyagers made quick work of plate after plate piled high with eatables. The liquid refreshment department was not neglected, either, Gus Rhode as chief dispenser being quite as popular as ever.

On the way up many found amusement in bridge whist, while others quietly puffed on their cigars, dreaming of big fall business, or chatted pleasantly with friends.

Arriving at Glenwood at 12:30, the picnickers formed in line for the march to the ball ground, the distinction of heading the marchers falling to H. H. Dignam, of Loeser's, Brooklyn, who, all dressed up like a circus, and with an American flag swung over his shoulder, presented a commanding appearance that would have made General Funston green with envy.

After the fans had all found comfortable places under the trees the ball game was started between the Married and Single, captained by Wm. DeMars and Jos. E. McCauley respectively, and umpired by Arthur A. Bean. The game was discontinued at the end of the seventh inning in order to start the track and field events at three o'clock, and resulted in a score of 11 to 4, with the Single men as victors.

The ten contests that had been arranged afforded a superabundance of fun and kept the spectators in good humor until five o'clock, the time set for dinner.

With E. W. Hammond as starter and Robert H. Yarwood, Wm. Doctor, Wm. Magee and Geo. Hamilton acting as judges, the programme was started promptly at the time appointed.

The Geo Borgfeldt & Co. athletes figured prominently, especially Max E. Teichmann, who again proved a star. Others who acquitted themselves excellently were Wm. DeMars, Jos. E. McCauley, Langley Hawthorn, Wm. Wagner and Geo. Williams.

Teichmann was the winner of the 100-yard dash, with DeMars a close second. Williams came in third and Carl Bethman fourth.

The fat men showed that they were right there with the lean ones when it came to running, the race bringing to light some famous heavyweight sprinters heretofore unknown to the trade in the persons of E. Buxbaum, Walter Picker and Wm. Graff, winners of the first, second and third prizes.

Next came the running high jump, in which Teichmann won first place with a jump of 4 feet 7 inches, while Wm. Wagner, Langley Hawthorn and Geo. Gunderson were tied for second place with a jump of 4 feet 6 inches. This was later settled in a jump off which put Wagner in second place, Gunderson third and Hawthorn fourth. As Teichmann subsequently selected prizes in other contests (two only being allowed any one contestant by the rules), this left Wagner, Gunderson and Hawthorn eligible for first, second and third prizes respectively.

In the running broad jump Teichmann made a jump of 16 feet 6 inches with apparent ease, Bethman was second with 16 feet 2 inches, and the next best jumps were made by DeMars, Gunderson and Wagner; but as the two former selected prizes in other events the third prize fell to Wm. Wagner.

The relay race between the teams from the Uptown and Downtown Districts resulted in the team composed of Geo. Williams, Langley Hawthorn, Jos. E. McCauley and Wm. DeMars coming in victorious.

In the three-legged race, which is always an interesting and amusing event, from the fact that it requires considerable skill for two men strapped together to make much speed, J. E. McCauley and Wm. DeMars took first prize, and Louis Garvey and Frank Wecker second.

The sack race was another funny one, the contestants having to run with their feet in a burlap bag which they were also required to hold up. Jos. E. McCauley, Geo. Williams and Wm. Mulligan captured first, second and third prizes respectively.

The honors in the quarter-mile swim went to Earl J. Runge, who took first prize, Geo. Gunderson second and Chas. Zimmerman third. Mr. Runge got ahead of the others at the start, and although Gunderson, who is a strong swimmer, made a slight gain on him in the last eighth mile, and it looked for a time as though they would make a mighty close finish, he fell back again, and Runge came in an easy winner.

In the consolation race, a hundred-yard dash for those who had not been successful in landing a prize in any of the previous events, Chas. Bauer, A. J. Renz and A. Volz were the successful contestants.

Then everybody, with appetites sharpened to a fine point, sat down to enjoy Karatsonyi's famous shore dinner. One hundred and forty-five were at the long tables prepared in the cool, open-air dining room.

Between courses several took the opportunity of enjoying a dance to the accompaniment of Ferris's Band, which provided an assortment of the latest one-step and fox-trot melodies.

After doing full justice to the repast, and feeling at peace with the world, everyone was in the proper humor to enjoy the delightful sail home, which, like the whole day's programme, began right on schedule time.

It is safe to say that the "Commander" landed the most enthusiastic party of outingites at 9:20 as she has ever carried. There wasn't one dissenting vote on the question of the day's success. The praises of the outing of 1916 will be sung far and wide.

Following is the list of winners and their prizes:

100-YARD DASH.

	Prize	Donor
First	$5 gold piece	T
Second	Silk umbrella	DeMars
Third	Cut glass claret bowl	Williams
Fourth	Picture	Bethman

FAT MEN'S RACE.

First	Gillette razor	Buxbaum
Second	Cut glass orange bowl	Picker
Third	Liquor set	Graff

RUNNING HIGH JUMP.

First	Desk set	Wagner
Second	Cut glass vase	Gunderson
Third	Flower bowl	Hawthorn

RUNNING BROAD JUMP.

First	Cut glass punch bowl	Teichmann
Second	Empire vase	Bethman
Third	Embossed Queensware salad bowl	Wagner

RELAY RACE.

(Between teams from Uptown and Downtown Districts.)

Winning Team	Brass coal scuttle	Williams
	Casserole and metal container	Hawthorn
	Hors d'œuvre dish	McCauley
	Oil painting	DeMars

THREE-LEGGED RACE.

First	Men's toilet set	McCauley
	Women's toilet set	DeMars
Second	Box of cigars	Garvey
	Box of cigars	Wecker

SACK RACE.

First	Bronze electric portable	McCauley
Second	Cut glass nappie	Williams
Third	Tobacco jar	Mulligan

QUARTER-MILE SWIM.

First	$5 gold piece	Runge
Second	Cut glass ice cream tray	Gunderson
Third	Smoker's stand	Zimmerman

CONSOLATION HUNDRED-YARD RACE.

First	Glass coffee percolator	Bauer
Second	Vacuum bottle	Renz
Third	Pottery vase	Volz

ECHOES.

If the management of the "Midnight Frolics" had been present at that exhibition dance given by "Billy" Pitcairn, Marc Lester, E. H. Bennett and Justin Tharaud there is no doubt but what he would have engaged them on the spot as a headline feature. Those new steps were particularly fascinating.

Eddie Hamlin, who tried to wipe the dust off the



1 Awaiting the arrival of the "Commander" at Twenty-fourth street pier.
2 Getting aboard at Twenty-fourth street.
3 Watching the fun on deck.
4 The Geo. Borgfeldt & Co. contingent.
5 E. W. Hammond, Wm. Wagner, H. Kashins, R. H. Yarwood and M. Hirsch arrive at the grounds by motor.
6 Listing entrants for the athletic events.
7 J. Duncan Dithridge and Ed. Craig fail to see the joke.
8 Starting for the ball grounds.



1 "Here come the heavyweights!"
2 McCauley and Williams finishing in the sack race.
3 Bethman at the bat.
4 Fans watching the ball game.
5 W. S. Pitcairn takes the reins on the refreshment wagon.
6 DeMars and McCauley winning the three-legged race.
7 Teichmann making 4 feet and 7 inches in the high jump.
8 Start of relay race.

track in the sack race, and who has a torn pair of trousers and a scarred knee as souvenirs of the occasion, says that after this you can bet a big round dollar that the next time he enters a race he will not have his pedal extremities enveloped in a bag. He says he wouldn't have lost his equilibrium if somebody's feet hadn't been left in the sack from a previous race.

If Louis Levien ever tires of selling cut glass he can get a job in a circus as driver in a chariot race. He can apply for references to anyone who attended the outing, for they will be forever grateful for the speed he got out of the old yellow steed attached to the refreshment wagon, whose frequent and quick trips to and from the ball grounds with fresh supplies of iced tea was only made possible by Mr. Levien's expert knowledge of handling the reins and his ability to hang on while going over the rough places.

That well-known brotherhood of Wanamaker buyers, John, Langley and Guy Hawthorn, made the trip from City Island to the grounds in their sloop. And we have it on good authority that it wasn't necessary to use the oars once.

A treat for the sticklers for neutrality was offered when Justin Tharaud (French) swung the baton over the band headed by Mr. Sullivan (Irish) and composed of musicians of American, Austrian, Russian and Italian birth, while they played "Die Wacht am Rhein."

So wearied were they by the strain of the long sail from New York, even the excitement of a ball game was not sufficient to keep three of the leading lights of the trade awake. The tall grass on the side of the hill looked so irresistibly soft and cool that they were soon lost in slumber so peaceful that to class them with dead ones did not require any great stretch of the imagination. Then someone stuck a flag at the head of each man and placed a cross decorated with flags and flowers in the center of the group, and the band played a hymn, followed by "taps." The scramble to the soldiers' last resting place by those who desired to participate in the service almost broke up the ball game.

Langley Hawthorn would surely have won another prize had there been a clam broth eating contest.

Among other buyers present who pronounced the outing a huge success, and then some, were Chas. Hass, with S. & G. Gump Co., San Francisco; T. Lorenzen, with Kaufman-Straus Co., Louisville, Ky., N. B. Silberberg, with B. Lowenstein & Bros., Memphis, Tenn.; Ernest Wade, of Horton & Wade, Albany; and Robert H. Yarwood, with Gimbel Bros.

As we go to press the reports on the sale of tickets are still incomplete, and until full returns are in no announcement can be made of the winners in the ticket-selling contest.

THE CONDITION OF BUSINESS.

New York

Trade for the past week has not been over-brisk, and the buyers who have been in town have, with a few exceptions, devoted their time to picking up specialties and confirming orders given earlier in the season. Mail orders also have been lighter than for a long time. Taken as a whole, the week has been one of the quietest since the beginning of the year. As the new fall samples from both England and France have been delayed, orders for spring importation were necessarily light. Some of them are on the water, however, and it is hoped that within the next two weeks they will be ready for inspection.

In the domestic field there has also been a slight falling off in the demand for both crockery and glassware. But this does not worry anybody, as the orders on file are sufficiently great to satisfy even the most greedy.

The action of the British government in shutting off the exportation of American glass was received with a good deal of disfavor, although the manufacturers say it will enable them to supply their home customers more promptly. There has been no hint of a demand for retaliation, although it has been asked, What would England think if the United States should put an embargo on English crockery?

The situation in the potteries is far from pleasant. Should the controversy between the manufacturers and the workmen result in a shutdown the supply of crockery, which at the best is not equal to the demand, would be cut off entirely.

Retail trade has been exceedingly quiet. The epidemic of infantile paralysis is unquestionably having a very serious effect on business. The quarantine of city against city and town against town has kept many people from shopping. The return of cool weather has had a slightly beneficial effect; but the renewal of retail activity may be delayed, as the Board of Health in New York has recommended that people with children at summer resorts keep away until after October 1. The schools, which ordinarily would open on the 11th, may not resume until September 25, and this will be another reason for delay in getting back to the city. But what is not bought now will be bought later on, for the country is in a remarkably prosperous condition. Reports just issued show a wonderful increase

of deposits in savings banks, and no better criterion of prosperity can be given.

East Liverpool and Vicinity

While new business continues to be received by the manufacturing potters, they are unable to secure the requisite production because of the labor situation. Shipments are being made as rapidly as possible under the circumstances, but orders come faster than they can be filled. Demand for the better class of decorated dinnerware is very noticeable. Hotel ware is also in active request. Warehouses do not contain much stock, the manufacturers working ware straight through the kilns to the decorating and shipping ends.

Pittsburgh and Vicinity

The opinion is growing among buyers that it is well to anticipate fall requirements, and this has caused more or less business to be booked for November delivery. Factories are working to capacity where sufficient labor is available. Cut glass manufacturers have been very active in securing blanks. Bar goods are in heavy demand, especially from Southern points. Packers' lines have a continued excellent call. Blown lines are as strong as ever.

AT CHICAGO.

THE crockery and glass men of Chicago are getting ready for a big fall business. The indications all point to a rush. In fact, buyers are already coming into the city to place stock orders. The time is near enough at hand for them to know what they want, and apparently they are trying to get their big orders placed under cover of present prices, the general feeling being that rates will have to be advanced again before many months.

* *

John Ling, buyer of china and glassware for Mandel Bros., was much interested last week when he read of the dropping of bombs by the Central Powers' aeroplanes on Venice. It was in Venice that he was arrested as a suspicious character by the Italian soldiery on the occasion of his visit there on a buying trip last winter. They finally decided that he was all right, but politely asked him to finish his business there in three days. The alternative was not named, but Mr. Ling finished the business in three days.

* *

Walter G. Minnemeyer is back in the city after his vacation.

* *

The Midland Cut Glass Co. has been incorporated to conduct business in this city by Edward J. Koch, Bernard N. Thiedieck and Philip J. Keil. Mr. Koch was formerly head of the Koch Cut Glass Co., which failed about a year ago.

* *

Henry Fox is somewhat improved, but is still unable to get down to his office.

* *

The amendment to the auction ordinance, designed to drive fake auction sales out of the loop district, will come up for consideration again at a meeting of the city council this week. The State street department stores are exerting all their influence to secure the passage of the amendment.

* *

T. M. Schollenberger has returned from a trip to Crystal Lake, Ill., where he has his summer home. Mr. Schollenberger plans to keep his launch on the lake for a few weeks longer.

* *

Talk of another increase on round packages caused consternation among the glass representatives here last week. The increase is contemplated by the factories on account of the advancing prices of barrels and all wooden containers.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 12, '16	Corresponding period 1915	Exports Jan. 1 to Aug. 12, '16	Corresponding period 1915
New York	412	89	7524	6064
Boston	57	79	2771	3338
Philadelphia	....	45	425	1900
Baltimore	....	....	2181	5168
San Francisco	....	....	969	1256
New Orleans	18	....	96	497
Portland, Me.	....	....	249	1006
Galveston	....	....	....	....
Newport News.	....	7	....	61
Portland, Ore.	1	....	17	140
Inland Points	....	1	299	459
Total	488	221	14531	19889

From David Inglis & Co.'s Circular

TO	Shipments week end'g Aug. 12,'16	Corresponding period 1915	Exports Jan. 1st to Aug. 12,'16	Corresponding period 1915
Boston	57	79	3029	3338
New York	412	89	7864	6064
Baltimore	....	....	2339	5168
Philadelphia	....	45	424	1912
New Orleans	18	....	104	497
Newport News.	....	7	....	61
San Francisco.	....	....	969	1286
Portland, Me.	....	....	484	1006
Galveston.	....	....	....	....
Portland, Ore.	1	....	17	140
Inland Points.	....	1	107	407
Total	488	221	15337	19879

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The trouble with labor which pottery manufacturers have experienced so far this year was never explained so clearly as it was in the statement issued last week by the U. S. Potters' Association. It has been one continued round of labor shortage since the first of the year. While there are many loyal employees in the potteries, these have to suffer when agitators start trouble. Present conditions cannot continue much longer. There is bound to be a show-down sooner or later. Not only have the manufacturers suffered, but workers not concerned in the differences have been forced into idleness and the trade has been injured by lack of production. Because of this state of affairs several manufacturers who contemplate placing new dinner shapes on the market for early 1917 delivery have decided not to do so, fearing inability to fill orders.

* *

Pottery manufacturers are showing much interest in a new "batting-out" machine now being tested. It is designed to do away with a lot of small help in clay shops, and will give the jiggermen increased capacity. The machine is a local invention, and its work so far is said to meet with approval.

* *

Concerning the available supply of saggers, small plants are being hurt the worst. In some of the larger shops a sufficient supply is available to insure operations for from four to six weeks, and possibly longer. The Thompson Pottery Co. is reported to have enough on hand to insure steady operations for at least two months. This firm has a special kiln in which it burns its saggers, and its supply is always in advance of its requirements.

* *

Every indication points to higher prices for packing straw.

* *

There is a decided shortage of underglaze liners in the vitreous hotel china plants. The work here requires more skill than line work on overglaze ware. Manufacturers say that it is impossible to secure full crews of experienced operatives in this department, and as a result buyers of certain lines of hotel ware have been unable to get their orders filled.

* *

The number of new creations brought ont by art pottery manufacturers during the past eighteen months is remarkable. Special pieces heretofore always imported, and thought impossible to make in this country, are now being produced successfully and are having an extensive sale. The bulk of these specialties are coming from the plants in the Zanesville district.

* *

An Eastern corporation which specializes in securing plants for municipalities has had representatives here talking with two pottery concerns with reference to changing locations. It is known that several manufacturers are in a receptive mood, provided suitable contracts can be made.

* *

Large buyers of premium or scheme dinner sets are anxious about shipments. Unfilled orders for thousands of sets are on the books of local plants. Western houses which specialize in this class of ware have been more active in this market this year than ever before.

* *

Some of the sagger-makers who went on strike here, and who made from $4 to $7 per day clear, have taken work in construction crews where the wage varies from $2.25 to $2.50.

* *

Although it was reported here that the dish-makers would seek changes in their present working scale, the manufacturers have not been notified. It has come to that point where the manufacturers are not surprised at any move the different locals announce.

* *

An additional kiln has been completed at the plant of the Jackson China Co., Falls Creek, Pa.

* *

The contract for the vitreous china underglaze decorated dining service to be installed in the new Syria Temple in Pittsburgh has been awarded the F. F.

Debolt Co., of this city. The order runs close to $5.-000, and the ware is to come from the Mayer China Co., Beaver Falls. The business was sought by practically every china plant in the country.

* *

When Harry Jenkins retired as clay shop foreman at the plant of the Limoges China Co., Sebring, O., a few days ago, he was presented with a handsome gold watch by the members of the clay shop crews.

* *

Permanent organization of a new potters' central body has been completed. It is composed of representatives elected by every local union here, and is for the purpose of studying the problems of the trade as a whole.

BOSTON BUSINESS NOTES.

THE one absorbing topic here is the possible big railroad strike. Conditions will most likely be the worst ever known in New England, with only small shipments coming through and deliveries tied up except for places that can be reached by auto trucks. With a view to helping overcome the difficulty, should the strike be called, the Chamber of Commerce has appointed a committee to act in the emergency, and has negotiated with the owners of several thousand trucks which could be used to carry out the plan in contemplation. The large department and other stores are getting their heads together also and have made arrangements to facilitate the movement of supplies and goods of all sorts. Despite everything that can be done in advance, however, it is not denied by anyone that the situation will be very serious.

Business conditions continue excellent. There have been many buyers in town, and others write that they are so busy they can't spare the time for the trip, so send their orders by mail.

The nominating committee for the retail trade board of the Chamber of Commerce has submitted these names, among others, for members of the governing board: A. Filene, William Filene's Sons Co.; A. Chandler, Chandler & Farquhar Co.; Josiah S. Hathaway, R. H. White Co.; George W. Mitton, Jordan-Marsh Co.; William L. Shearer, Paine Furnfture Co.; John Shepard, Jr., Shepard, Norwell Co.

J. Frank Chase, of Chase & Francis, is planning a trip to Lake Winnepesaukee the last of the week.

Harry B. Whitney, of the Phoenix Glass Co.'s selling staff, is making the annual display of portables in Boston this week at Young's Hotel. The special features this season combine not alone the well-known high class numbers, but an attractive popular-priced line known as the Sunset series.

H. P. Hunt spent the week-end with C. E. Dodge at Brant Rock. The Hunt Co. has received from the Lancaster Glass Co. samples of a new 13-inch Colonial punch bowl and a glass parrot with decorated ring in fancy colors.

Julius Baer, of Louis Wolf & Co., who has arrived home from a trip to Germany, says that there are plenty of toys being made in Germany and that they will be on the American market in time for the Christmas trade provided that the British ships do not hold them up.

Everyone who can is preparing to make some sort of a trip for the week-end and Labor Day; but it is noticeable that most of them are to go in automobiles or on steamers. Somehow, as one man put it, the trains are not popular, at least for the return trip, just now. Few care to take the chance of being caught where only a railroad is to be depended upon.

James Hogan, buyer for Shartenburg & Robinson, Pawtucket, R. I., was here this week.

Herbert Ford and G. A. Stuart, assistant treasurer of the Mitchell, Woodbury Co., are in New York City for a few days on business.

Clifford R. Ham, who has been with Morimura Bros. in their Boston sample rooms for a year or more, has entered the employ of Mitchell, Woodbury Co. as a salesman.

J. B. Stocking, of Westfield, paid his Boston friends a visit the other day.

OBITUARY.

IT was with deep regret that the trade learned of the death of Charles Francis, formerly of the firm of Chase & Francis, Boston, who passed away at his home in North Weymouth, Mass., after an illness of thirteen years, aged fifty-seven.

Mr. Francis was at one time employed by Thos. C. Newell & Co., in their day one of the best-known wholesale houses in Boston. Twenty-one years ago, with Mr. Chase, he established the firm of Chase & Francis. He withdrew from the firm some years ago on account of illness. He was afflicted with locomotor ataxia, and lost his sight entirely during the early stages of the disease. For the past year he had been a helpless invalid and a great sufferer, yet always cheerful and hopeful. Although all other faculties failed,

his mind was clear to the last, and he enjoyed talking of his old business friends and associates, many of whom attended the funeral services at his home.

Charles B. Hamm, sixty-three years old, died last week in the Seventh Avenue Hotel, Pittsburgh, Pa., of which he was one of the proprietors. Mr. Hamm was well known to pottery and glass salesmen, many of whom have from time to time maintained displays at this hotel.

MAKING POTTERY AT WANAMAKER'S.

DURING this week and all of next the Onondaga Pottery Co., of Syracuse, N. Y., are having a demonstration of pottery making at Wanamaker's, this city. Plates and small articles such as cream pitchers are produced, and are then decorated with decals. The process is so interesting and educational that crowds throng about the workers every day.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending August 29, 1916.

BORDEAUX

116	packages	chinaware—Theo Haviland & Co
3	"	" —Koons, Wilsnn & Co
8	"	" —Bloomingdale Bros
64	"	" —Haviland & Abbot Co
25	"	" —Vogt & Dose
14	"	" —L Bernardaud & Co
12	"	" —Straus Bros & Co
100	"	" —Haviland & Co
1	"	glassware—E Smelle
5	"	" —E F Caldwell
9	"	" —Sussfeld, Lorsch & Co
2	"	toys—H Fielding

ROTTERDAM

16	packages	earthenware—F Bing & Co
25	"	" —B A VanStraten
37	"	glassware—S Bache & Co
24	"	" —L Popper & Sons
2	"	chinaware—L Straus & Sons
2	"	" —Luckenbach SS Cc
2	"	" —E Torlotting

LIVERPOOL

36	packages	earthenware—Meakin & Ridgway
2	"	" —Bernard, Judae & Co
26	"	" —H C Edmiston
37	"	" —E Boote
13	"	" —J Davison
16	"	" —Alpers & Mott
2	"	" —W H Plummer & Co
1	"	" —State Shipping Forwarding Co
8	"	" —Perry, Ryer & Co
5	"	" —L A Consmiller
1	"	glassware—T S Todd & Co
24	"	" —S Bache & Co

GENOA

6	packages	earthenware—M Field & Co

HAVRE

12	packages	glassware—F Benz
4	"	" —American Express Co
27	"	toys—Geo Borgfeldt & Co

LA PALLICE

3	packages	chinaware—Haviland & Co
40	"	" —Herman C Kupper
4	"	" —L Straus & Sons
19	"	" —Theodore Haviland & Co
6	"	" —L Touquart
8	"	" —L Bernardaud & Co
12	"	" —Justin Tharaud
10	"	" —L E Bohn
47	"	" —Haviland & Abbot Co
3	"	" —Woodward & Lothrop
3	"	" —J Wanamaker
2	"	" —H Creange
24	"	" —Wm Guerin & Co

LONDON

46	packages	glassware—L S Proper & Sons
4	"	" —G W Sheldon & Co
2	"	toys—Bernard, Judae & Co

COPENHAGEN

4	packages	earthenware—Judson Freight Forwarding Co
65	"	glassware—J H Venon
4	"	chinaware—Royal Copenhagen Porcelain
3	"	" —J W Robinson & Co
22	"	" —Overton & Co
2	"	" —G B Luter
3	"	" —J Gosch
11	"	" —G W Sheldon & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

82	packages	earthenware—Jones, McDuffee & Stratton Co
43	"	" —R F Downing & Co
35	"	" —American Express Co
21	"	" —Mitchell, Woodbury Co
13	"	" —Rowland & Marsellus
1	"	" —Charles R Lynde
1	"	" —Jordan, Marsh Co
2	"	" —Miscellaneous Orders

NEW SOURCE OF CREDIT INFORMATION.

THE New York Credit Men's Association announces the organization of the "Credit Interchange Bureau," the purpose of which will be the compilation and dissemination of information respecting the credit standing and financial responsibility of corporations, firms and individuals engaged in commercial, industrial or financial enterprises.

The establishment of the bureau is an innovation for the New York Credit Men's Association. The services of the bureau will not be restricted to the 1,600 members of the association, but will be available to the entire business community. The fee required to be paid for the service is $50 per annum, in consideration of which fifty reports on inquiries will be furnished. Additional reports will be supplied at the rate of 50 cents.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, AUG. 31, 1916.

CUT GLASS, AND GLASS THAT IS CUT.

"CUT glass" is a term used and understood to describe an artistic production. The metal is rich in quality, rings like a bell, and is cut on a wheel by an adept. The finished product is a high-grade ornamental article, no matter to what use it is put.

Another grade, in which the glass is of a high quality, loses some of its artistic beauty beeause its design is pressed in. If this is carefully gone over and properly finished it takes an expert to tell that it is not of the highest class.

Still another grade is slowly but surely making its way, owing to its extremely low price. This might be called "glass that is cut," in contradistinction to "cut glass." Made from lime blanks, it has no ring to it, and is lacking in the iridescent gleams which form one of the charms of the first-grade article. Some of the recent productions of this kind of ware are so good as to be dangerous. The metal is as white and as clear, apparently, as the high-grade lead-potash glass; it is pressed in a mold, the figures being then carefully cut on a wheel; it is hand buffed or polished; and, furthermore, it is heavy. All these qualifications tend to make it desirable; and if a woman seeking cut glass raises the question of its genuineness the statement that it is the real article is strictly within the law. And yet the buyer is deceived.

The retail merchant is not anxious to educate the public. He makes a good profit on "glass that is cut," and is satisfied. Besides, he would have to begin by educating his salespeople. In the majority of department stores the attendants are densely ignorant on the subject. The article is labeled cut glass by order of the head of the house, and they know nothing to the contrary. A good deal more than "a hair divides the false and true," but they cannot perceive it, and consequently would not be able, even though they desired, to explain the difference between one grade and another.

A campaign of education for storekeepers would be a good thing, although a complete understanding of the subject would not prevent an unscrupulous merchant palming off the inferior goods if he so desired. But a law to compel him to mark the glass for what it really is would do it mighty quick. The proposed Barclay bill does not cover the point.

THE YEAR'S IMPORTS.

ELSEWHERE we give in detail the imports for the fiscal year ending June 30, together with comparisons for 1914 and 1915. As up to August, 1914, everything was normal, it is interesting to note the differences in the two years following. The figures for the fiscal year are better for comparison than those for the calendar year, as the fiscal year includes the two busy seasons of fall and spring, and will no doubt be scrutinized with interest. In round numbers the imports of earthenware and china have fallen off just about fifty per cent this year as compared with 1914. Glass dropped off nearly seventy-five per cent, and toys about thirty-three per cent.

THE trade has had its troubles this year—shortage of raw materials, and consequent high prices; freight embargoes; strikes and threats of strikes. And now a proposed tie-up of all the transportation companies.

THE Order of Council prohibiting the importation of American glassware into England is a hard blow at the export trade, and hits a large number of manufacturers. Several instances are related where carloads were arrested in transit to tidewater, while others were packed and just ready to send when the edict was promulgated.

A PETITION has been circulated by the Crockery Board of Trade asking the various establishments to agree to close all day on Saturday of this week, thus giving the employees a holiday until Tuesday morning. It has been pretty generally signed, and under existing circumstances there does not seem to be any good reason why the project should not go through.

PERSONAL.

AFTER many and sundry attempts to leave little old New York for a trip across the ocean, W. S. Pitcairn has finally set Saturday of this week as the day of sailing, on the steamer "New York." It will be a hurried trip, and he does not expect to be in England more than ten days. Not only will he endeavor to get bigger shipments, but there are some matters connected with the recent incorporation of his business which require attention.

⚜

William Kinghorn, the efficient and versatile gentleman who combines salesmanship with office work at Edward Miller & Co.'s, is home from his vacation at Asbury Park. He says it is the greatest seaside resort in the country.

⚜

Theo. Jones, of the Jones McDuffee & Stratton Co., Boston, made another of his numerous trips to New York this week.

⚜

R. J. Wyllie, of C. J. Dela Croix's sales staff, left on Tuesday for a tour of the New England States.

⚜

The Maddock & Miller staff of travelers, with the exception of Wm. E. Nye, who is already on the road, will get away for fall trips next week, Donald M. Miller leaving Sunday for Richmond as his first stop through the South, J. Meredith Miller for Philadelphia on a trip that will take him as far as Washington, and Henry R. Shirley for Chicago as the first point on a visit through the West.

⚜

R. H. Schnepf, buyer for the Columbus (O.) Dry Goods Co., after being in the market for nearly two weeks, left for home on Monday.

⚜

E. Huber, well known as a retail china salesman through his long connection with Higgins & Seiter and other concerns, arrived in town the early part of this week feeling as fine as a fiddle after his rest, and is now looking for a connection.

⚜

I. E. Fronani, with his assistant, was in town the early part of this week placing orders for an anticipated big fall business.

⚜

Ulysses Skelton, who is associated with his brother Frederick, is enjoying the sea breezes at Asbury Park this week, and taking the opportunity of seeing some of the beautiful surrounding country in his new car.

⚜

August C. Richter, Laredo, Texas, arrived in town the latter part of the week and has been leaving some good orders with local dealers.

⚜

To take the place of A. Rosner, who recently resigned, Ludwig Baumann & Co. have secured the services of P. Kurnicki as buyer for their china and glassware departments. Mr. Kurnicki was formerly with the Furst Co., Jersey City, and is well versed in his business.

⚜

Chas. A. Holbrook, manager of the New York office of Edward Miller & Co., left last Friday for a vacation in New England. He will be back the day after Labor Day.

⚜

A. Abrams, of the Basket Novelty Co.'s traveling staff, leaves on Friday for Norfolk, Va., on his initial trip for the concern. He will be on the road until the latter part of November, during which time he will cover territory as far as Texas.

⚜

Harry L. Seixas, road representative for Edward Boote, expects to get away on his regular fall trip next Monday, and E. S. Curtis, also of the Boote traveling staff, will follow within a few days.

⚜

C. W. Hoagland, the new buyer for the Diamond Co., Providence, R. I., was placing orders here this week.

⚜

W. L. Witherall, representing the Edwin M. Knowles China Co., East Liverpool, is showing the line at the Imperial this week.

⚜

O. L. Sutherland, who travels West for Morimura Bros., left last Friday for home.

⚜

Miss West, who is the buyer for and really the head of C. R. Crocker & Co., Syracuse, was in New York this week. The trade is always glad to welcome her, as she is a thorough business woman.

⚜

Among the young women who come to New York to buy china and glass no one is more welcome than Miss Strawn, with Newton, Weller & Wagner, San Antonio, Tex., who has just left for home after a fortnight's work among the wholesale houses. She has an exceedingly pleasing personality, a good grasp of the business, knows what she wants, and understands values thoroughly.

LABOR SITUATION AT EAST LIVERPOOL.

WHEN Saggermakers' Local No. 16 at its meeting "received and filed" a notice from the National Brotherhood of Operative Potters ordering the striking saggermakers to return to work under their agreement immediately, or stand expelled from the Brotherhood, it automatically severed its connection with that organization. Some of the strikers would like to return to work, and conferred with the Brotherhood officials last Saturday night with this end in view. However, none have returned to their benches up to this writing.

The kilnmen held a special meeting Tuesday night, but refused to make any public statement. No demands have so far been presented to the manufacturers, but they will further discuss their alleged grievances at their regular meeting on Friday night.

In some plants, where it was noticed that kilnmen were not using saggers with the care they should, they were told to destroy none whatever, as the firm itself would pass judgment. This action on the part of the kiln workers was anticipated, as it was expected they would work in sympathy with the striking saggermakers.

Great care is being taken by the manufacturers to make saggers last just as long as possible. Breakage is bound to occur, however, and in time the supply is bound to become exceedingly low. The making of saggers by machines is believed to be the only feasible method of eliminating saggermaking troubles in the future.

"We will work the kilns just as long as the supply of saggers will permit," said one manufacturer. "When it runs out we shall, of course, have to stop."

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, , lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

E Austin, c, Austin & Co, Battle Creek. Richmond.

H Walker, hf, M & H Walker Co, Pittsburgh. 116 West 29th.

G Louis, t, Woodward & Lothrop, Washington, 334 Fourth ave.

W Giles, hf, Loveman, Joseph & Loeb, Birmingham.

Mr Merritt, c, Leon Wells, Augusta, Ga.

E M Zeller, t, Wm Koch Importing Co, Baltimore. Imperial.

F A Gill, g, West Palm Beach, Fla.

Felix Kohn, hf, c, Palais Royal, Washington, D C. 43 West 23d.

J P Moreland, t, D R Dunlap Mercantile, Co, Mobile, Ala. 350 Broadway.

O Davis, hf, J R Libby Co, Portland, Me. Imperial.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of June, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain	$240,994	$213,009
Austria	13,037	2,565
France	73,701	108,540
Germany	202,184	39,233
Japan	109 595	159,040
Other Countries	37,829	68,464
Total	677,340	590,851

FOR TWELVE MONTHS ENDING JUNE.

	1914	1915	1916
Great Britain	$2,450,251	$2,377,806	$1,943,117
Austria	664,391	401,008	148,761
France	1,659,768	1,050,739	1,024,078
Germany	4,158,243	3,147,709	1,042,501
Japan	1,350,017	1,364,596	1,268,621
Other Countries	346,508	439,614	410,128
Total	10,629,178	8,681,472	5,837,206

TOYS.

	1915	1916
Germany	$368,466	$35,741
Other Countries	68,280	117,132
Total	436,746	152,873

FOR TWELVE MONTHS ENDING JUNE.

	1914	1915	1916
Germany	$7,718,854	$6,787,275	$2,371,069
OtherCountries	1,365,165	1,298,088	845,975
Total	9,084,019	8,085,363	3,217,044

GLASSWARE.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1915	1916	1914	1915	1916
$63,327	$42,191	$2,468,128	$1,611,840	$566,329

CHINA CLAY.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1915	1916	1914	1915	1916
$154,301	$242,667	$1,577,747	$1,498,071	$1 377,106

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JUNE		FOR TWELVE MONTHS E'D'G JUNE		
1915	1916	1914	1915	1916
$36,835	$25,942	$872,690	$523,904	$236,526

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Glass manufacturers and buyers were more than pleased this week when the report was received that the Western Freight Classification officials had suspended their previous ruling upon gold-decorated glassware in so far as the cheap class of ware is concerned. The manufacturers contended that should the new ruling be allowed to stand it would eliminate the sale of cheap gold-decorated glass west of the Mississippi river. The new rates remain as announced on the higher class of goods. Glass manufacturers received many letters following the exclusive publication of the schedule in the CROCKERY AND GLASS JOURNAL, some of the writers cancelling business on cheap gold-decorated lines that were to be shipped later in the fall, while others asked that every effort be made to ship before the new rates became operative.

The rapid increase in the value of the shares of the United States Glass Co. is the talk of the trade. Less than a year ago the stock could be had around 19; a recent quotation was 39½.

The demand for cheap table glassware this season is quite below normal, the trade preferring something "just a little better." Even the scheme buyer demands a better grade of ware than he formerly purchased, and in some instances popular-priced cut glass has been substituted for cheap table sets.

Remarkable increases in the amount of glassware exported within the past fiscal year are shown by the latest figures received. The value of all kinds of glass exported in June last was $1,399,038, as against a valuation of $746,859 for June, 1915. The twelvemonth record for 1916 shows a total value in exports of $12,321,338, as against $5,558,717 for 1915 and $3,729,623 for 1914.

Some sections of the new wage agreement adopted at the conferences between glassworkers and manufacturers at Atlantic City become effective to-morrow. Others will become operative January 1. An advance was made last week on some lines of pressed ware. Whether any further increases are to be made will be determined later. The manufacturers are making no comment upon this phase of the situation. Some salesmen, however, look for slight advances on a few lines.

The Elrose Decorating Co., of this city, has developed a line of decorations never before attempted in this country, and which at the start were deemed impossible. Some remarkably clever color effects have been secured by the chemists of the concern.

Frank E. Freese, manager of the lighting glass department of the United States Glass Co., has returned from a business trip to New York and Philadelphia made by motor. He is as "brown as a berry."

Glass manufacturers are constantly asked to manufacture new kinds of automobile lenses. State laws and municipal ordinances are responsible for the many different styles required.

Stocks in glass factories are exceptionally short. It is impossible to fill large mixed orders from warehouses. The manufacturers are making the bulk of shipments direct from the lehrs.

The wage agreement adopted between the glass manufacturers and the lamp chimney workers at recent conferences is to be ratified by the latter through a referendum vote to be taken within a few weeks.

That the supply of West Virginia gas will be quite insufficient to meet all requirements for commercial purposes during the coming winter is the opinion of the members of the West Virginia Manufacturers' Association, which has just closed its annual meeting at Wheeling. Not only will West Virginia manufacturers feel the effect of this anticipated shortage, but those in the Ohio Valley as well, and this will include the pottery industry, which obtains its supply from the West Virginia district. Among those attending the Wheeling conference were J. M. Sanders, United States

Stamping Co.; George W. Bowers, Bowers Pottery Co., Mannington; R. T. Cunningham, Monongah Glass Co.; Fred P. Grosscup, Dunbar Flint Glass Co.; A. W. Paull, Wheeling Stamping Co.; C. A. Robinson, Hazel-Atlas Glass Co.

The annual report of the United States Glass Co. gives evidences of a prosperous growth of the company's business over the fiscal year ending June 30, 1915. Notable increases are reported in cash on hand, notes and accounts receivable, and in value of finished and raw materials. Among the assets is an item of shares of its capital stock, which are set down only at the purchase price, indicating that the company had taken advantage of the low prices at which the market was moving and gathered in $16,965 worth. The total assets of the company show $4,490,002.22, as compared with $4,255,240.77 for the previous year. The profit and loss surplus account totals $479,351.14, as compared with $239,531.15 for 1915. An interesting feature is the statement that because of conditions existing in England it has been impossible to present an exact statement of the company's plant and business in London; but the fact that it is so located as to take advantage of the market in Europe when peace is declared gives the company unusual facilities for extending its foreign trade at the opportune moment. It is understood that while the report shows a substantial payment against outstanding liabilities, since the close of the report two additional payments have been made, one of $120,000 and a second of $40,000, which increases the optimism many feel as to the future of the business of this corporation.

SUMMARY OF IMPORTS.

THE importations of earthen, stone and china ware for the month of June, 1916, compared with the same month in the preceding year show losses as follows: Great Britaln $27,985, Austria $10,472, Germany $162,951 (Germany and Austria combined $173,423). The gains for the month were: France $34,829, Japan $49,445, Other Countries $30,635. The total shows a loss of $86,489.

For twelve months ending June, 1916, in comparison with the corresponding period of 1914, the losses were: Great Britain $507,134, Austria $515,630, Germany $3,115,742 (Germany and Austria together $3,631,372), France $635,690, Japan $81,396; while Other Countries gained $63,620. The total importations show a loss of $4,791,972 compared with 1914. Compared with the twelve months of 1915 the losses were: Great Britain $434,689, Austria $252,247, Germany $2,105,208 (Germany and Austria $2,357,455), France $26,661, Other Countries $29,486. Japan gained $4,025. The total importations compared with 1915 show a deficit of $2,844,266.

The imports of toys for the month of June show a loss for Germany of $332,725, while Other Countries gained $48,852. For the twelve months Germany shows a loss of $5,347,785 compared with 1914, and $4,416,206 compared with 1915, while Other Countries lost $519,190 compared with 1914 and $452,113 compared with 1915.

In glassware the importations fell off $21,136 for the month of June and for the twelve months $1,901,799 compared with 1914, and $1,045,511 compared with 1915.

China clay gained $88,366 for June, but shows a loss of $200,641 compared with 1914 and $120,965 compared with 1915.

Articles of metal enameled or glazed with vitreous glasses show a deficit of $10,893 for the month of June, $636,164 compared with 1914, and $287,378 compared with 1915.

OUR GLASS BARRED FROM ENGLAND.

GLASS manufacturers in the Pittsburgh district were notified last Friday by their London agents that an Order in Council had been issued placing an embargo upon American table glassware.

Shipments leaving the United States before August 18, the cables said, would be accepted.

While the order was made to read "table glassware," manufacturers are of the opinion that all kinds would be affected except, possibily, lighting glassware, of which England buys a considerable quantity in this country.

Pittsburgh has always sold a large amount of tableware in England, and the exports have been considerably increased since the war began.

GRADING CUT GLASS.

NEW YORK, August 23.

Editor CROCKERY AND GLASS JOURNAL.

Your article in August 17th issue, "Educating the Public," was read by me with considerable interest, and undoubtedly equally so by the trade in general, as the questions at present of "What Is Cut Glass?" and "Educating the Public" regarding same are important.

There are many preplexing conditions prevailing at this time in the glass industry, and it cannot be denied (without some preventive not now existing) that any kind of glass that has been in any way cut can be termed "cut glass." So it would seem proper to get before the public what constitutes the different grades of cut glass and how they should be classed by the manufacturer, and in turn sold by the retailer to the consumer.

We all know too well that there has been and is still being made, on first-quality lead blanks, cut glass that is disgraceful. It is equally true that there is being put on lime blanks a considerable amount of good cutting and finish.

Would it not be a good idea to put cut glass in four classes, as follows:

First Class—Made on best quality lead blanks, correctly cut and properly finished.

Second Class—Made on best quality lime blanks, correctly cut and properly finished.

Third Class—Made on lead blanks, poorly cut and badly finished.

Fourth Class—Made on lime blanks, poorly cut and badly finished.

I am confident that education along these lines would elevate the standard of cut glass and create an increasing demand for the first-class article.

C. H. Taylor.

REICHENBACH FAILS TO SHOW UP.

WHEN the hearing, before United States Commissioner Houghton, in the case of John Reichenbach, alias Snyder, who is charged with obtaining goods from several of the factory representatives in the trade under false pretenses, the particulars of which were given in our last week's issue, was called last Tuesday the alleged swindler failed to show up. Unable to obtain the $1,000 bail set by the court, his attorney had succeeded in having him paroled in his custody, and when he failed to put in an appearance detectives were immediately sent in search of him, the case being adjourned until further notice. A. P. Doctor, his son David, Frank Miller, and Fred Estroe, representing E. R. Thieler, were present to appear as witnesses against him.

HOW TO ROLL YOUR UMBRELLA.

EVERY traveler has trouble rolling an umbrella so it won't look like a bundle of waste.

Now, umbrella rolling is a science, and here is the way an expert goes about it:

You begin by folding up a sheet of newspaper to form a little pad; otherwise you are apt to spoil your wall paper. Hold the umbrella horizontally. Hold the pad of paper against the wall, press the umbrella tip against the pad and the handle end against your body. This leaves the hands free for rolling.

Next find the button. Bring the fold with the button on it to your left and let it hang down. Then pull out each fold and pass it over the first. Throw the set loosely around the umbrella without disturbing the creases of the folds. Grip the tops of the ribs with the right hand. Put your left hand around the other end and wind the umbrella through the left hand with a screwing motion.

Do not let go of the tops of the ribs of the umbrella. When you have to move the hand, slide it around. If you let go, you will find that the ribs get out of place, and then the folds of the umbrella will follow suit. When the umbrella is rolled up, grip it tightly until you have fastened it. If you fail in that detail, you will get a bulge in the centre.

POINTERS FOR BUYERS.

NOE'S NEW SHOWROOMS.

The extensive alterations and improvements that have been in progress for several months on the building occupied by Wm. R. Noe & Sons at 53-55 West Twenty-first street, to which they removed on May 1, have at last been completed, and the concern now has everything in order in one of the handsomest salesrooms to be found in the Uptown District. An entire new front has been installed on the ground floor, with spacious plate glass windows which afford an abundance of light. These have been beautifully curtained with lace panels the principal feature of whose design is the concern's trademark, a large "N" set in a broken wreath. The first floor is devoted to the showing of their comprehensive lines of illuminating glassware, mahogany lamps, silk shades, etc., besides containing the private and general offices of the firm, while the remaining six floors and basement are utilized for manufacturing and stock. Buyers will find their new location easy of access from any part of the city. It is very convenient to either the Eighteenth or Twenty-third street stations of the Sixth avenue elevated, the Twenty-third street and Sixth avenue surface lines, and is only a short walk from the Eighteenth or Twenty-third street stations of the subway.

ADDITIONS TO THE MENAGERIE.

The Lancaster Glass Co. have recently added a turkey and a parrot to their long list of brilliant-eyed birds and beasts, which now includes cats, dogs, butterflies, elephants, alligators, and various other kinds of live stock.

ORIGINAL DESIGNS IN CUT GLASS.

L. Straus & Sons know that the trade is always looking for new things, and are therefore constantly bringing out new designs in cut glass. Furthermore, having established a reputation for quality, they purpose to maintain it, and are producing cut glass which will stand the test. In these days, when there is such a scarcity of all kinds of goods, it is well to bear in mind that they carry a large stock.

IMITATION MARBLE BOWLS AND BIRDS.

The versatility of the United States Glass Co.'s artisans and designers has again been demonstrated in a line of footed fruit and flower bowls with birds to match—reproductions of those carved in Italian marble. The glass resembles marble so closely that it is difficult to distinguish it from the genuine. One bowl in plain white with a foot or stand having colored veins running through it is a particularly clever imitation. The line, which has been given the name of "Murano" ware, is now on view at the New York salesroom.

DECORATED AQUARIA.

A. P. Doctor has on display from the Wheeling Decorating Co. two exceptionally pretty decorations on

square aquaria. One shows a cluster of roses set at intervals in a border formed of the flowers' stems, while the other is a land and water scene which utilizes a birch tree and pond lily to excellent advantage.

ADVANCE SAMPLES.

Fondeville & Van Iderstine received on Wednesday their first installment of new fall patterns of dinnerware from Wedgwood & Co., Ltd. They are principally narrow borders in geometrical designs, though there is one with flowers in addition. Black and white predominate. There is one in cobalt blue and gold that is quite out of the ordinary.

SOMETHING NEW IN GLASS.

The Horace C. Gray Co. received this week from the Westmoreland Specialty Co. two unusual creations in glass that should find a ready sale on account of their novelty. One is called the "Tortoise Shell," and is a very clever imitation; the other the "Rainbow," a richly colored iridescent black glass.

TARENTUM SPECIALTIES.

W. F. Rood has added to his display from the Tarentum Glass Co. several new specialties that will undoubtedly find favor. Among them are some prettily-decorated puff jars, vases, etc., on which hand-painted floral and scenic designs are employed advantageously and which show off particularly well on the white frosted glass of which they are made.

NEW MATT GLAZES.

W. H. Stockdale, New York representative of the Roseville Pottery Co., has just received a lot of vases and flower bowls in new colorings. One in a silver gray is quite unusual. The orange reds and a new green are also out of the ordinary. One of the charms of the line is that there are never two pieces exactly alike.

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You are requested to come and inspect



THE ANIMALS = MODELED = BY = Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

NEW PACKING DEVICE.

THE tendency of pottery and glass shippers in recent years to substitute package freight containers fabricated from fiber board and corrugated paper for the substantial packing cases formerly used because of the increase in the price of lumber as well as their endeavor to reduce the weight of shipments has resulted in such a marked growth both in the number and amount of claims for damage that the railroads have been seeking a means of meeting the demands of their patrons which shall, at the same time, reduce their own losses. To that end they now are experimenting with a recently devised steel freight container which, its inventor claims, possesses the requisites of strength and lightness, and the testimony of traffic officials, shippers and freight handlers alike corroborates the claim.

The container consists of three thin steel sheets, the two outside flat ones being fastened securely to the two sides of a third, which is corrugated. The box is provided with protected hinges running the entire length of the sides and ends which enable it to be knocked down to a thickness of about three-fourths of an inch. It is equipped with a pilfer-proof locking device for which the individual shipper may be provided with his private lock, if desired, and handles are provided flush with the ends to prevent their being torn off. The handle recesses also afford space for shipping instructions, which when placed therein are protected from damage by coming into contact with other packages. Furthermore, the steel collapsible box can be manufactured in any size desired; and while its original cost is considerable compared with that of fiberboard, corrugated paper, or even wood, it may be used many times.

ABOUT the only time a man is reconciled to hard work in the office is when, if it weren't for that, he'd have to go to an afternoon tea.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman to handle a line of high-class light cut glassware, by an established firm who have a following in various parts of the country. Only first-class salesman need apply. Commission basis. Address A 993, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

CHINA, GLASS AND HOUSEFURNISHING GOODS STOCK FOR SALE.—Business established over twenty years, located in city of 100,000 in the Middle West. Stock about $21,000 and bought on a jobbing basis. Gross profits over $15,000 a year. Address CHINA STORE, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold.	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI.	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of **9,000** BINS occupied in our main store and our storehouse in South Boston

☞ **Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 7, 1916.

THE CONDITION OF BUSINESS.

New York

The success the big department stores are having in their special sales is exceedingly gratifying and is a strong indication of the prospective demand for crockery and glass this fall, for the summer season was not over when these sales were inaugurated, and a large portion of the population is out of town yet. The stores were able to get together a good collection of wares, after all. They had been preparing for a long time, but with the shortage of goods it took hard work to accumulate a respectable stock.

The importers have had a quiet week. The majority of the houses closed all day Saturday and of course all day Monday. Some very good orders for English ware were placed the early part of last week. And the Japanese houses also did fairly well. The French concerns, while doing a fair business, were not quite as active as the others. We do not hear of any orders being given for German goods, although it is hinted that some of the big importing houses have placed big orders for stock in Germany during the last few months, to be delivered when the war is over. These importers are taking a chance which, if the conflict ceases inside of six months, will inure to their profit.

Reports from the domestic glass factories show that there is still a good demand for all kinds of wares. From this time on it is hoped that the production will be increased and come nearer to capacity than it has in the last thirty days. The workmen's vacations are over, and with cooler weather the factories ought to turn out more.

The domestic potters are still uneasy over the labor situation, and of course their production is curtailed. Half a dozen factories are closed entirely for want of saggers, and unless the men return to work in the very near future others will close, or, as the shortage increases by breakage, will not be able to fire so many kilns.

While the threatened strike on the steam railroads did not materialize, the fear of it caused the roads to refuse freights; consequently there is a congestion which will take several days to clear up.

Outside of New York the retail trade is beginning to improve. Everybody is looking for a big business, and it does not seem possible that they will be disappointed, in spite of all the untoward circumstances and the unrest in the labor world. Glass and crockery will break, and must be replaced. The public can get along for a while with cracked or chipped ware, but when it is smashed it has to be re-supplied.

East Liverpool and Vicinity

While considerable new business has been booked by the pottery manufacturers hereabouts during the past week, quite a number of requests for merchandise have been turned down. The refused business extended all the way from part of to whole car loads. On some lines factories are about sold up for the balance of the year. Production is less now than at any time during the year, on account of

the strike of the saggermakers. Hotel ware is in heavy demand, and potteries cannot fill all orders offered on these lines.

Pittsburgh and Vicinity

While orders for glassware were more numerous, shipments were almost at a standstill on account of the railroads refusing to accept freight owing to the threatened strike. That danger being now averted, goods are going forward as fast as possible. Blown ware and blanks are in very active demand.

BOSTON BUSINESS NOTES.

"THERE is every indication," said one of the leaders in the trade this week, "that business this fall will break records, provided we can get what we need from the factories." Not for months have there been so many buyers in town as this week, and they are placing larger orders than usual. Mail and telegraph orders are heavy also.

Young's Hotel was lively this week with crockery, glass and lamp men. Among those showing samples were: Charles M. Acher, representing the Roseville Pottery, with new birds, butterflies and dragon-flies, among other samples; Kirk Bryce, of Bryce Bros.; Harry Whitney, with the Phoenix Lamp Co.'s line; Mr. Tuckerman, representing the Bradley & Hubbard Mfg. Co.; "Tom" Finnerty, for the Clark Cut Glass Co.; and a representative of Cox & Lafferty, New York. "Eddie" Ledger, representing W. S. Pitcairn, New York, was showing at the Brewster.

The wholesale trade will be interested to learn that two large new hotels are soon to be built in Springfield.

The Misses Ann and Mamie McNicol, daughters of D. E. McNicol, the East Liverpool potter, were here and called on friends of their father on the way to Bethlehem, N. H.

Morimura Bros. are this week sending back to New York their import samples, the stock patterns having been packed and shipped already. A. S. Moore, who is in charge of the import lines, will leave the last of the week, and the sample rooms here will be closed permanently. Hereafter samples will be shown at stated intervals in rooms to be announced. Clifford R. Ham, who has been in charge of the sample rooms here for a year or more, has, as announced last week, gone with the Mitchell, Woodbury Co.

Among the buyers who came to town accompanied by their wives were C. N. Harlow, Orange; John Q. Adams, for the Lougee, Robinson Co., Laconia, N. H.; and Ezra Wilcox, for S. Wilcox, Greenfield and Attleboro.

J. L. Desaulniers, of Woonsocket, R. I., paid his Boston friends a call.

B. Goldberg & Son, Lawrence, expect that their new building will be ready for occupancy by Oct. 15.

F. W. Fisher of the Nelson Syndicate, who has been very ill, is gaining health fast, according to friends here who visited him at his summer place at Lake Winnepesaukee. Mr. Fisher is taking special enjoyment in trying out his new motor speed boat.

Woolworth's new store in Medford square is getting ready to open in the handsome $200,000 block. The opening date has not been settled, but will be inside of two or three weeks, it is expected.

EVOLUTION OF THE CUP AND SAUCER.

THE cup and saucer were unknown in the sixteenth century. Bowls of various sizes graced the banquet boards of King Hal and Queen Bess, but cups came in only with the introduction of such drinks as tea and coffee. The beverages of the sixteenth century were water, mead, sack and ale. In the middle of the next century came tea, and with it the Chinese or "china" teacup.

The Chinese put a pinch of tea into a cup, filled it with boiling water, and then inverted a saucer over the receptacle, within whose rim it closely fitted. The object was partly to retain the heat, but chiefly to prevent the escape of the fragrance of the herb, which Chinese olfactories found most delicious. The infusion was permitted to stand for five minutes, when it was decanted into a second cup without a saucer and daintily sipped therefrom.

John Bull, however, emphatically declined to take his tea in Chinese fashion. He liked the appearance of the ornamental ware upon his table, but he insisted on placing the cup in the saucer, like a miniature flower pot, and used it exclusively to drink from, preparing the beverage in a common instead of an individual receptacle.

In the course of time England began the manufacture of cups and saucers, and pictures which have been preserved from the days of the Stuarts show big, flaring cups, four inches across the top, with saucers less than three inches in diameter. By degrees one dwindled and the other expanded, until in the middle of the nineteenth century the opposite extreme was reached, and fashionable tea services had cups only an inch and a half in diameter, accompanied by five-inch saucers.

The handle of the teacup came from Mediterranean lands. The decorative possibilities of the handles applied to heavy jars and lamps popularized the adjunct with Greek and Roman potters, who extended its use to small amphoræ and flagons.

Originally the handle was double, like that of the bouillon-cup to-day. Single handles crept into use by slow degrees and were probably applied to drinking cups about the time that coffee came into vogue in southern Europe, the beverage being taken almost at the boiling point, so that some device for lifting the cup without burning the fingers was desirable.

Traveling slowly northward, the one-handled coffee cup finally reached Great Britain, where its merits were immediately recognized, and it was not long before handles were applied to drinking utensils of every description.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 5, 1916.

LIVERPOOL

10	packages	earthenware.....Fondeville & Van Iderstine
22	"	" .....Maddock & Miller
1	"	" .....Lewis & Conger
46	"	" .....W S Pitcairn
4	"	" .....W H Plummer & Co
13	"	" .....Geo Borgfeldt & Co
21	"	" .....L A Consmiller
4	"	" .....Meakin & Ridgway
13	"	" .....E Boote
5	"	glassware.....G Gennert
125	"	" .....L Popper & Sons
33	"	" .....T W Morris & Co
2	"	" .....Higgins & Seiter
3	"	chinaware.....W S Pitcairn
21	"	" .....E Boote
4	"	" .....J Davison
6	"	" .....T S Todd & Co
9	"	" .....Tiffany & Co
19	"	" .....Meakin & Ridgway
5	"	toys.....Stern Bros
3	"	" .....Miscellaneous Orders

ILOILO

9	packages	chinaware.....Geo Borgfeldt & Co
24	"	" .....R H Macy & Co
40	"	" .....Miscellaneous Orders
1	"	toys.....M Nakasa
184	"	.....Miscellaneous Orders

BRISTOL

1,113	packages	china clay.....Hammill & Gillespie
1	"	" .....G Knowles & Son
2	"	" .....Moore & Munger
1	"	" .....J Arkel & Co

COPENHAGEN

6	packages	earthenware.....Baltic Trading Co
11	"	" .....Overton & Co

GENOA

18	packages	glassware.....Koscherak Bros

LONDON

13	packages	glassware.....Strong & Trowbridge

HAVRE

3	packages	glassware.....Rowland & Marsellus Co
1	"	chinaware.....Rich & Kuhn

BORDEAUX

186	packages	chinaware.....Theo Haviland & Co
39	"	" .....Wm Guerin & Co
2	"	" .....London Crockery Co
10	"	" .....H Creange
14	"	" .....Burley & Tyrrell Co
200	"	" .....Haviland & Co
9	"	" .....Nerleck & Co
4	"	" .....Jones, McDuffee & Stratton Co
51	"	" .....Vogt & Dose
1	"	" .....J J Hines
9	"	" .....J H Venon
89	"	" .....Haviland & Abbot Co
27	"	" .....L Bernardaud & Co
13	"	" .....Justin Tharaud
11	"	" .....L E Bohn
5	"	" .....L Touquart
25	"	" .....A G Moment
28	"	" .....American Express Co

JAPAN NOT A COMPETITOR.

ABOUT a year ago the Japanese government sent a commission to America to study the glass industry with a view of establishing factories in Japan. After a year of close investigation the commission has come to the conclusion that the Japanese can not profitably make glass for this market, although there is every reason to believe that they can and will compete with Germany in Oriental countries and Australasia. As far as America is concerned, freights and our tariff will keep them out of this market for fifty years or more. The commission thinks that even without the tariff they could not make pressed glass in competition with our factories, as they lack both raw materials and machinery. The commission had intended going to Europe to study conditions there, but has abandoned that idea and will return to Japan very shortly.

BUSINESS BRIEFS.

Apperman & Belovin, Inc., will deal in lamps, lighting fixtures, etc. at 726 McDonough street, Brooklyn, with a capital of $5,000.

* *

The National Toy and Novelty Co. has been incorporated in Delaware to manufacture novelties, games, etc., with a capital of $100,000.

* *

The Adams-Senior Co. have taken out articles of incorporation and will operate a department store at 362 Riverside Drive. Capital $100,000.

* *

The Cragg-Mielke Co, has been incorporated to

manufacture and sell glassware of all kinds in New York with a capital of $50,000. Incorporators: S. B. Howard, J. F. Curtis and G. V. Reilly.

* *

A. Van Winkle, J. and J. T. Barry have incorporated under the title of David P. Barry, Inc., to deal in crockery, glassware, silverware and leather goods at 1263 Dean street, Brooklyn. Capital $25,000.

* *

The O'Mara Specialty Co. has been incorporated to deal in metal specialties, glassware, woodenware, etc., with a capital of $20,000. Directors: W. P. and J. J. O'Mara and R. J. Omeara, of Kansas City.

* *

M. Perlmutter, J. Rothenberg and M. Silberberg have incorporated under the title of the Anchor Jewelry Co., to deal in jewelry, glassware, crockery and cutlery, with a capital of $5,000, at 106 Fulton street.

YOUR ABILITY FOR SALE.

EVERY man his own efficiency expert. Every man, employer or employee, can determine his own worth and that of his helpers by following a chart included by James W. Fisk in his recently-published book, "Retail Selling" (Harpers), which shows the general and special qualifications demanded by an Eastern concern in the selection of employees. The special abilities in this case, outlined in the last three paragraphs, are those of a head of stock, and, while not worked out in detail, will serve to illustrate the analysis of duties and ability to determine the fitness of applicants.

"Your success in business," says the chart, "demands the development of:

"1. General qualities of efficiency; good business habits; right attitude toward work; self-control; straight thinking; in short, the qualities necessary for success in any kind of a position.

"2. Special abilities demanded by the particular position you hold—abilities which you must develop for yourself by experience, by actually doing your work under intelligent guidance.

"The purpose of this analysis is to help you, personally, to succeed and advance, by pointing out definitely and clearly (1) the general qualities; (2) the special abilities which you must develop in order to become most efficient in this business. The attached statement of your duties and responsibilities should be thoroughly understood and strictly followed as the first step toward increased efficiency.

GENERAL QUALITIES.

"Responsibility—Getting results. Working hard and persistently without supervision. Prompt in all respects. To be depended upon in an emergency. Keeping physically fit for work. Level-headed. Reliable.

"Initiative—Energy in going ahead and doing things alone. Ability to see new possibilities in your work. Organizing new ideas. Thinking about what you do. Always pushing ahead without being prodded. Eager to learn all about the business. Alert.

"Accuracy—Careful about details. Not neglecting little things that must be done. Good methods of work. Habit of concentration. Never making the same mistake twice. Careful observance of the store system. Doing things just right.

"Co-operation—Strict carrying out of orders. If executive, careful training of subordinates. Not quarrelling with associates. Willingness to help out in a pinch by extra effort. Loyalty to house. Team work.

"Manner—Courteous but forceful in dealing with others. Considerate but firm with subordinates. Avoidance of rough speech or conduct. Reasonable care as to personal appearance. Giving an impression of good sense and poise.

SPECIAL ABILITIES.

"Thorough mastery of details of stock plans.

"Keeping displays and stock arrangement neat and attractive.

"Ability to force out slow-selling merchandise and avoid markdowns."

LYONS SECOND SAMPLE FAIR.

BEGINNING March 1, 1917, and continuing for fifteen days, the second annual Lyons Sample Fair will occupy the attention of the commercial world at Lyons, France. The first fair was opened on March 1, 1916, and although there was scarce time to work out the details of such a great undertaking, it proved, nevertheless, to be an immediate success and gave promise of accomplishing its original purpose of establishing a sample fair in France similar to the great Leipzig Fair annually held in Germany.

This sample fair is of great importance to American manufacturers—greater, perhaps, than any other fair of similar kind—because it not only offers an exceptional opportunity to advertise American goods in Europe generally and in France in particular, but also offers a pecular opportunity to do business with France at once. The French Government on May 11, 1916, issued a decree prohibiting the importation of certain goods, and this prohibition is so extensive that it threatens to materially affect the importations from the United States. However, the mayor of Lyons, who is also a senator, has advised U. S. Consul J. E. Jones of his success in obtaining a modification of this decree in so far as it applies to orders taken at the fair. This is an important concession.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

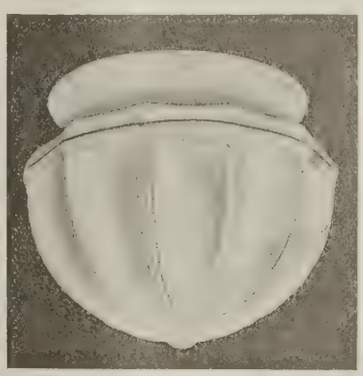
THE buying season for lamps has opened up well. Orders have been numerous and of generous size thus far, and the demand takes in the entire range, from the popular-priced to the more expensive designs. The firms that have registered the best orders are those that have a good sprinkling of lamps designed along distinctive lines that conform with the most modern ideas in interior decoration. This of course applies in a great degree to the higher-priced lines, although its effect is seen in the popular-priced lamps as well. For instance, the vase-base lamp so much in evidence in the spring, which originally got its inspiration from the shops dealing with the most exclusive clientele, has found its way to the moderate-priced lines. The absence of bright gold finishes is another effect of the changing and better educated taste that is apparent in the newest lines. To be sure, these bright finishes are still in demand, but not to the extent they have been in the past, the tendency being now to the more subdued tones found in antique effects.

The Saul Mfg. Co. are prepared to meet the demands of the lamp buyer this season with an assortment of designs that leaves little to be desired. Especially noteworthy is a line of exceedingly graceful shapes in lamps with vase bases in a variety of finishes. Aside from the showing of table lamps is a number of special novelties in boudoir lamps, domes, candle-shades, etc., deserving the attention of any dealer interested in live merchandise.

The Pittsburgh Lamp, Brass and Glass Co. have so much that is out of the ordinary in lamps this season that it is difficult to know where to begin to describe the various creations. Among the most attractive, perhaps, are the new candelabra lamps. These are made in two, three and four lights, in silver, gold and other finishes, Designed in the same style is a charming little boudoir lamp of just the sort that will strike the fancy of milady and make a ready seller.

The metropolitan trade, as well as buyers from a distance, should get acquainted with the line of lamps shown by the International Picture Frame Co., a Chicago concern which has recently opened a salesroom at 225 Fifth avenue in charge of B. L. Schliman, who has an exceptionally interesting exhibition of carved gilt and mahogany lamps that is worth while going out of one's way to see. Added to the line this week is an assortment of mahogany pedestals particularly adapted for lamp stands. These are shown in a variety of designs and prices.

The accompanying cut shows one of the Tarentum Glass Co.'s big selling numbers in their line of illuminating glassware. It is known as No. 2109 urn. Besides its simplicity of design, which adapts it to either simple or elaborate surroundings with perfect harmony,



BY THE TARENTUM GLASS CO.

its attractive shape and the general satisfaction it gives the user, especially with the nitrogen lamp, have made it a great favorite. It is made in the company's well-known "Tara" glass, a fine quality white glass that is absolutely free from specks or blemishes to interfere with its efficiency or mar its beauty. It may be seen, together with many other equally interesting items, at the firm's salesroom, 25 West Broadway.

Constant additions to their comprehensive showing of alabaster semi-indirect bowls and lamps make the Oscar O. Friedlander salesroom a place of never-ending interest to the buyer looking for this class of goods. There are elaborate hand-carved and etched designs in great numbers, while others in chaste effects that depend upon the richness of the coloring for their beauty

are on display. All sizes are shown, and the new ideas in shapes are sure to be admired. Among the lamps are several unusual styles that have found great favor with the trade.

AT CHICAGO.

VISITORS in the city last week were numerous, coming from the annual convention of the American National Retail Jewelers' Association in Minneapolis on September 1. These buyers were interested in cut glass and miscellaneous lines of tableware, running strongly to the fancy goods, with iridescent in the lead, and the trade had a very good week, all told.

* *

Earl W. Newton has returned from a business trip to Minneapolis, St. Paul, Duluth, and Milwaukee. E. E. Ault, salesman for Mr. Newton, will leave within the next few days on an extended road trip through Northwestern territory.

* *

Herbert Ales, of the H. C. Fry Glass Co., Rochester, Pa., was in the city on business during the week. He reported conditions much improved in the blank manufacturing field.

* *

B. H. Palmer, traveler out of the Chicago office of the United States Glass Co., is now in his territory, after a few days spent at the local headquarters.

* *

A. D. Hume, buyer for Johnson's Department Store, Galesburg, Ill., was making the rounds of the local crockery and glass men this week. Mr. Hume is looking forward to a great fall trade, as agricultural conditions have been ideal this summer in northern Illinois.

* *

"Tom" Smallwood, representing the Haviland & Abbot Co., New York, is expected here the latter part of this month or the first of next.

* *

John Jacklin, who conducts the crockery and glass department at the store of Harris, Emery & Co., Des Moines, Ia., was recently in the city on a buying trip. Mr. Jacklin, who was formerly buyer for the Boston Store, Milwaukee, has many friends in this city, and he visited as many of them as his time would permit.

* *

Mandel Brown has opened a retail china and glassware store on the Northside.

* *

Henry Fox's condition was slightly improved last week, following a severe attack of illness.

* *

Satisfaction over the settlement of the railroad strike problem was universal in the glass trade here. Some of the boys were not inclined, however, to approve the means employed, but the majority seemed to think that any old port in a storm is the proper course to steer.

* *

O. C. Helm, of the Ira A. Jones Co., who returned last week from a business trip, deciares that getting orders from the trade is still a much easier matter than getting goods from factories with which to fill them.

FOUR-CENT GAS.

WITHIN sixty days Muskogee, Okla., will be able to furnish four-cent gas to factories. To accomplish this the city has just paid a bonus of $2,500 to have ten miles of eight-inch pipe delivered within thirty days, instead of sixty, as would have been the case had the pipe been purchased at the market price.

The Brushy Mountain field, from which this gas will be obtained, is about eight miles southwest of Muskogee. The present development extends over a distance of five-eighths of a mile and consists of three wells with a combined production of over 50,000,000 feet per day. The gas is found at a depth of 1,470 feet has a rock pressure of 690 pounds.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 19, '16	Corresponding period 1915	Exports Jan. 1 to Aug. 19, '16	Corresponding period 1915
New York ...	545	285	8067	6349
Boston	282	36	3053	3374
Philadelphia...	3	....	428	1900
Baltimore	81	187	2262	5605
San Francisco	5	16	974	1272
New Orleans..	4	47	100	544
Portland, Me..	....	....	249	1006
Galveston	....	....	....	....
Newport News.	....	....	....	61
Portland, Ore..	....	....	17	140
Inland Points..	5	....	304	459
Total	925	521	15454	20410

From David Inglis & Co.'s Circular

TO	Shipments week end'g Aug. 19,'16	Corresponding period 1915	Exports Jan. 1st to Aug. 19,'16	Corresponding period 1915
Boston .	282	36	3311	3374
New York	248	285	8112	6349
Baltimore	81	137	2420	5305
Philadelphia...	3	....	427	1912
New Orleans ..	4	47	108	544
Newport News.	....	....	....	61
San Francisco.	5	16	974	1302
Portland, Me..	....	....	484	1006
Galveston. ...	....	....	....	....
Portland, Ore..	....	....	17	140
Inland Points..	5	1	112	408
Total..	628	522	15965	20401

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The production of ware in this locality has been reduced to about fifty per cent of total capacity as a result of the labor troubles here. Before that the production was estimated at between sixty and eighty per cent, with an average of about seventy-five per cent for the whole district. The records show that more kilns have been fired off than formerly, but these kilns in many instances have not been completely utilized on account of many kilnmen failing to fill saggers properly. One manufacturer says: "It's time we supplanted hand labor with machinery wherever we can, and that quickly."

* *

The United States Potters' Association will resort to legal action in an effort to force the National Brotherhood of Operative Potters to live up to the terms of the Chalfonte agreement, which does not expire until October, 1917. This decision was reached at a meeting of the manufacturers held in the Potters' Club rooms on Tuesday. When the action will be filed has not yet been decided.

* *

A large Western buyer—a new one, by the way—asked a factory last week to deliver 10,000 short dinner sets this fall, and then sought to place an order for a carload per day of the same composition for 1917 delivery. The business was refused.

* *

J. P. Curry, of the West End Pottery sales force, has been at the home office for a few days. Charles C. Ashbaugh, secretary-treasurer, who has been on a motor trip in the East for the past fortnight, has returned home.

* *

Quite a number of manufacturing potters hold that the United States Potters' Association should employ a "walking delegate" just as the different labor unions do. It is known that if from time to time the manufacturers had a representative going among the workers certain conditions would not have been allowed to exist. One manufacturer declared to the writer that he would present the subject for discussion at the next annual meeting of the Association.

* *

Manufacturers of semi-porcelain hotel ware are being offered all the business on this line they can handle. Because the vitreous hotel china manufacturers are "loaded to the guards" with orders, buyers of hotel lines have been compelled to secure requirements from other factories. Some of the larger manufacturers of hotel ware here have turned down a lot of business within the past ten days, it being impossible to fill immediate orders.

* *

A fewer number of buyers were in the local market during August than ever before. The list for June and July was just the reverse—a greater number being here at that time than in any previous year. The majority of them, however, were here to investigate the non-delivery of back orders. Still, a great number of them placed new business.

* *

Among the buyers visiting the district during the past few days were; R. E. Tongue, of the R. E. Tongue Co., Philadelphia Pa.; Mr. Addleman, of the South Jersey Crockery Co., Trenton, N. J.; W. C. Newland, with George Borgfeldt & Co., New York; Harry Koll, with Hamburger & Co., Los Angeles, and a representative of Davidson Bros., Sioux City, Iowa.

* *

The potters in this territory are not booking any business for 1917 delivery; neither are quotations being given for next year. While some orders for 1917 are being received, they are from a class of trade that fully understands the situation.

* *

E. E. Wilgus, representing the National China Co., Salineville, closed his exhibit at the Ft. Pitt Hotel Pittsburgh, and has started over his regular territory.

* *

John Macdonald, sales manager for the Knowles, Taylor & Knowles Pottery Co., has returned from Atlantic City, where with his family he has been spending

a season at the cottage of his father-in-law, George W. Meredith, president of the Colonial Pottery Co. The family of Mr. Meredith has also been at the shore for the summer season.

* *

Cecil E. Taylor, representing the Taylor, Smith & Taylor Pottery Co. in the Eastern territory, has left after spending a few days at the home offices.

* *

A large Western buyer of local products who placed an order for a liberal amount here in January last has just reported the delivery of the first carload. Five other cars are to follow. This shows how hard it has been for manufacturers to make deliveries.

* *

The Public Utilities Commission has postponed until next Monday the hearing of the protest of nineteen pottery companies of Zanesville, Crooksville and Cambridge against the proposal of the Ohio Fuel Supply Co. to increase commercial gas rates from 15 to 16 cents and to issue $7,615,125 common stock to retire outstanding bonds. The manufacturers allege that the proposed increased issue of common stock would add several millions of dollars to the capital, and that the gas consumers would be called upon to pay excessive rates as a result.

* *

The suspension of the proposed "coast to coast" or transcontinental freight rates until January 1 next has been welcomed by Western buyers. Thousands of dollars are thereby saved the buyers of Eastern Ohio pottery products.

* *

The Carr China Co , Grafton, W. Va., is making good progress. The first glost kiln was placed this week and is expected to be drawn the first part of next.

OBITUARY.

AT Chicago on Monday Charles A. Stix, president of the Stix, Baer & Fuller Dry Goods Co., St. Louis, Mo., died in his fifty-sixth year. He was recently operated on in Mount Sinai Hospital in New York, and died in the Chicago Beach Hotel, where he stopped for rest on his way home.

Michael P. Goldenhorn, a pottery manufacturer, died on Saturday at his home, 133 Pearsall avenue, Jersey City, in his fifty-first year.

The death of Henry Abels, head of Abels & Co., 460 West Broadway, manufacturers of wire fixtures for displaying china, glass, etc., which occurred at his home, 106 East Eighty-second street, last Friday, will be learned with regret by a large circle of friends in the trade. He had been in ill health for two years, but was able to attend to business regularly up to the past ten weeks, during which he had been confined to his bed. Mr. Abels, who was sixty-four years old, and a well known character in the trade, was born at Wolin, Bohemia, and came to this country in 1872. Soon after he established the business which bears his name. He was esteemed by all who knew him for his honorable business methods. He leaves, besides his widow, two daughters and a son. The business will be continued under the management of Mrs. Abels.

THE LURE OF THE CANDLESTICK.

GRADUALLY the candle has made its way into our homes, and incidentally our affections, so that now it has a place which is firmly fixed. It is no longer something to tuck back on the pantry shelf, to be called into use when a journey to a distant corner of the cellar or attic is undertaken. The candlestick of to-day is not only useful, but decidedly ornamental. It is quite as much a part of the home furnishings as in the long ago when "going to bed by candlelight" was the daily order of things.

The candlesticks of to-day are as varied, both as to material and design, as can be imagined. They are to be had in silver, in brass, in copper and wrought iron, in china and all kinds of pottery, in mahogany and ebony, in oak and in cherry—in fact, it seems difficult to list all the materials of which they are made.

The brown wicker ones, light to carry and very inexpensive, come in most attractive designs, while among the novelty candlesticks are some suggestive of the watchman's lantern.

To give light to the dining table on the porch the wicker candlesticks answer nicely, while for indoor use the ones of colonial glass or those in silver—whether the hammered silver or not—are especially pleasing. The white pottery one with the bluebirds would find a welcome in any young girl's bedroom.

The tall candlesticks of mahogany in simple, dignified design are quite in keeping with the living room or dining room which boasts its old mahogany furniture.

One thing is very noticeable in the candlesticks with handles—they are infinitely more artistic in shape and more comfortable to lift than ever before.

By no means is it necessary to have the candlestick fitted with a candle; it may be a candlestick only in shape; there are all sorts of possibilities as far as the lighting power itself is concerned. There are "candles" which burn oil, and more that are wired for electricity, and this, too, without the loss of any of the original beauty of the holder,

Candle shades should be chosen carefully. If it is for the candlestick in the living room that one wishes a shade, why not select one of old gold silk and plait it, not too full, on a simple wire frame, finishing it with gold fringe or some galloon? A similar shade, but of figured chintz, or old rose silk, would be in excellent taste for the dressing table—the hangings of the room will help decide which to choose. And for the reading or sewing room have a shade made of Japanese parchment paper. Those printed in soft tone with the fascinating Japanese figures, as conventional as one wishes, with the framework of black japanned bamboo, are never amiss.

Yes, to-day is the day of the candlestick, and those who have not yet succumbed to its lure have only to give themselves a fair trial. The charm of candlelight, once tried, wins lasting friends.

THE "MIXER."

THERE is a well-nursed delusion prevalent among business men holding subordinate positions that the fellow who sticks to his office desk and assiduously applies himself to the transaction of matters as they come in will accomplish as much as, if not more than, he who devotes a part of his time outside affiliating in a convivial way with those from whom he hopes to obtain business. Inscrutable perception is not necessary to pronounce this a grave mistake, says the "Insurance Press." The head of any commercial house will readily point to the salesman who is the best "mixer" as the man who turns in the largest volume of business annually. This need not be interpreted as placing a premium upon or indorsing overindulgence in effervescence, but rather the cultivation and exercise of affability and comradeship if they are not innate characteristics.

To point out the greatest factor in business-getting to day would be an act of arrogant assumption; but if one pauses long enough to consider the most successful business men among his acquaintances—men who occupy the most prominent and high-salaried positions—he will conclude that they are the cordial fellows who pass many hours hobnobbing with others reciprocally.

There was a time when orders could be secured by mere personal contact—a meeting in which cold business acumen, void of all semblance of urbanity, was displayed in a purely give-and-take manner. But it is not so to-day. Keenness of competition in commercial matters has created a demand for a different type of man. This is an age of "specialists"—the "all-around" man is sought for only occasionally. With the revolution of business conditions there has come a demand for men possessing personal magnetism, inherent or acquired, compounded with astuteness and, withal, honesty.

Several important corporations might be mentioned that make it a rule to maintain memberships for their employes in specific organizations for the sole purpose of cultivating personal acquaintance, the expense of which is considered a thoroughly legitimate outlay.

POINTERS FOR BUYERS.

PLENTY OF STOCK.

Buyers in need of cut glass can get supplies from L. Straus & Sons, who have a large stock of the lead blown potash kind. With their immense facilities they were enabled to accumulate blanks, and are now giving their customers the benefit of their foresight.

GLASS PORTIERES.

The creative genius who is responsible for so many of the unusual novelties being constantly added to the Koscherak Bros.' display has evolved a glass portiere. It is completely hand made, of alternating white and amber glass links, which are formed into a graceful festooned design, and ornamented with glass hearts of the same tints. The portiere is suspended by means of glass rings, and may be had in other shades to match a variety of decorative schemes.

SOME CLEVER DINNERWARE PATTERNS.

The attention of visitors at the salesroom of Edward Boote is at once attracted by a choice collection of new dinnerware designs from Wood & Sons, Ltd., for which Mr. Boote is the United States representative. The new patterns certainly do credit to the concern's designers, who have evolved some decidedly clever effects of the sort that find favor with the particular retail customer. One pattern is an underglaze reproduction of an old museum piece at Rouen, France, on a practical round shape with inside cover. Another is a wonderfully well-executed reproduction of a charming old Bristol pattern on an odd square shape, also with inside cover.

IMITATION MARBLE GLASS.

Chas. J. Dela Croix, representative for the H. Northwood Co., is showing a marble-effect glass beautifully veined in deep orange and brown coloring, some of the latter shading to almost a black. The items are in both glazed and matt finishes, and a feature that will add to their attractiveness to buyers for the exclusive shops is that no two pieces are alike. Some good shapes in flower centers and several styles in bowls, vases and novelties are displayed.

A NEW GRAPE PATTERN.

A new cluster grape pattern in almost natural size, the fruit cut, the leaves and stems sand-blasted, is being shown by Cox & Lafferty among other products of the Imperial Glass Co.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

Subscription Rates, Invariably in Advance:

United States.....$2 00
Canada..... 3.00
All other foreign countries in the postal union 4.50
Single copies..... .10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 7, 1916.

IT is almost certain that the Government will pass some measure against the Entente Allies in retaliation for the so-called Black List. Aside from the irritation engendered by this proceeding, there is considerable feeling against England owing to the censoring of mails and the late embargo on American glass.

THE POTASH SITUATION.

THE potash used in the manufacture of glass is known as hydrated carbonate of potash. In normal years we import—principally from Germany—about 6,500,000 pounds, valued at $250,000. In 1915 the importations for the fiscal year ending June 20 were 5,017,291 pounds, valued at $225,549. This included part of 1914 before the embargo was placed. In 1916 the importations fell off to 43,976 pounds, valued at $9,432. So far as is known, none of this came from Germany. There are deposits in Spain and in other countries, and there may have been some German potash in neutral countries which found its way here. We have some small deposits in this country, and it is manufactured in an insignificant way from kelp and potato tops. It is also obtained as a by-product from various sources; but as thus produced is very costly, ranging from eighty cents to a dollar a pound. It costs about six cents a pound to mine it here, without any other charges, whereas the German potash cost from three to four cents a pound laid down in Pittsburgh.

At present there is practically no hydrated potash available for glass-making. The small quantity mined here or imported is wanted for other purposes, and the price is prohibitive. Manufacturers of the highest grades of glass for cutting are put to such straits that some of them have broken up heavy blanks they had on hand to make cullet for use in the batch, in order that they might continue the manufacture of smaller articles and at the same time preserve their reputation. Others have dug out blanks that were considered unsalable months ago, but which are now eagerly sought.

While it has been shown that a fair glass can be made without potash, the substitute costs more and is not as good. When German potash is again available it will no longer be sold at three cents; but it looks as though the manufacturers will be obliged to use it, no matter what the price.

PERSONAL.

AN arrival in town last Sunday whose congeniality always makes him a welcome visitor was Otto K. Le Bron, of Edwards & Le Bron, who conduct a large jewelry establishment at Chattanooga, Tenn. Mr. Le Bron, who buys for the china and glassware department, has inaugurated a new feature known as the "gift nook," which contains all sorts of articles and novelties for gift purposes. It is laid out just as one might find an exclusive shop in some quaint little town; and the idea is just another instance of this up-to-date firm's original methods of retailing. Mr. Le Bron expects to be in the city for ten days, and while here is registered at the Hotel Astor.

⚜

Chas. Falkenheim, of the Basket Novelty Co., is back at his desk after being in Boston for ten days, during which he made some good-sized sales for the company's line of basket ware.

⚜

Geo. S. Lemcke, formerly of Bawo & Dotter, and more recently with Geo. Borgfeldt & Co., is now connected with the J. D. Bergen Co., manufacturers of cut glass. Mr. Lemcke is one of the best known men in the trade, and knows more buyers than almost any salesman we can think of. Everybody will wish him success in his new position.

⚜

Geo. H. Service, who travels for Kennard L. Wedgwood, is spending this week in Philadelphia, and next week opens up at Young's Hotel, Boston.

⚜

Oscar A. Weber leaves next Sunday to spend two weeks calling on the trade in Philadelphia, Baltimore

and Washington in the interest of the Bradley & Hubbard Mfg. Co.

Geo. R. West, head of the Westmoreland Specialty Co., was here this week conferring with his New York representatives, the Horace C. Gray Co.

Louis S. Hinman, who has been enjoying himself for the past month at Kennebunkport Beach, Me., arrived home on Wednesday looking fine, and, as he expressed it, feeling even better than he looks.

Chas. F. Patten, of the Koscherak Bros. sales staff, returned on Tuesday after spending several weeks piling up nice a bunch of orders for his firm in the New England States. He is now getting his samples ready for a trip that will take him as far south as Richmond, from where he will make his way West.

H. Benedikt left town on Thursday for a few days' rest at Atlantic City.

John C. Fisher, who travels with the Baccarat glassware line for A. Gredelue, the American representative, is busily engaged this week getting his samples ready to leave in a few days for a trip through the East, West and South that will keep him on the road until the latter part of December.

Julius F. Schadauer, Madison, Wis., announces his marraige to Anna Marie Haas, of Hewitt, Wis., on Tuesday, August 22. Mr. Schadauer has been engaged in the china business for many years in Madison, and has many friends in the trade who will be very pleased to hear of his good fortune. We extend our hearty congratulations.

Edward Boote is spending this week at Newton, N. J., from where he is making daily trips to the various beautiful lakes that are situated within short distances of the place. Mr. Boote is as usual trying to entice the fish, and has all the latest equipment in the way of bait.

Ben. L. Schliman, manager of the New York salesroom of the International Picture Frame Co., left Sunday night for Boston, where he will have charge of the concern's display at the Brewster Hotel for ten days.

Frederick Skelton will enjoy camp life at Oyster Bay, L. I., next week, in company with a party of friends. He usually seeks some novel way of spending his vacations. The conventional life at fashionable summer hotels doesn't appeal to his taste in the slightest degree.

Jos. Moore, buyer for the Denver Dry Goods Co., arrived in town the latter part of last week for a ten days' stay.

H. M. Anderson, secretary and general manager of the Lonaconing (Md.) Glass Co., is expected to arrive in town this week to consult with Arthur A. Bean, the concern's New York agent.

Louis Reizenstein arrived in New York on Wednesday for a short visit.

Chas. J. Dooley, buyer for Cowell & Hubbard, arrived in New York on Wednesday and registered at the Claridge. He will be here until the last of next week.

John H. Hahn, with Richard Briggs Co., Boston, came to town on Wednesday for a three days' stay.

WHY GLASS SOMETIMES MYSTERIOUSLY CRACKS.

AMONG the commonest defects noticeable in connection with glassware and the glazed surfaces of pottery are the minute bubbles which appear to the naked eye as scattered brilliant specks. Nearly every article made of glass, or with glaze, contains them, either few in number or abundant, according to its quality and the care that has been taken during its manufacture, says a writer in the London "Pottery Gazette." Those that occur in the glaze of pottery are naturally not so conspicuous as those in transparent glass. My present remarks can, however be equally well applied to them.

The bubbles, when they first occur in the molten glass, are globular, or nearly so. Manipulation of the substance causes them to elongate, mostly in a direction paralled with the length of the article, and gradually alter the shape to an ellipse, and thence to a boat-like figure.

If these bubbles are separately examined under the microscope, and a fine sharp-pointed needle is used to probe them, it will be found that the thin pellicles of glass between them and the outer air can be dislodged, thus leaving a shallow exposed space, instead of the enclosed bubble. The thinnest portion, so far as my experience goes, is directed towards the inside of the vessel, whatever it may be. While the needle is being

used one can distinctly hear a series of grating sounds produced by its minute breakage or flaking of the glass.

In some cases these bubbles are so comparatively large that they are visible to the naked eye as double-pointed objects, but as a rule their size is diminutive. Few peopte would suspect that they are capable of proving more than mere disfigurements; but they are often responsible for the cracking or the complete breakup of the article. In many otherwise excellent specimens of work they exist in such small dimensions as to escape attention. Nevertheless they may serve as the centres of michief.

The thinner the glass the more serious are these bubbles, because the breakage of one side of them causes the glass to become unduly fragile and capable of being made actually porous in some places. Isolated pores occasioned in this way are generally so tiny that fluid will not percolate through them. I have tested altogether several dozens of glass objects of all kinds, and have found many of these bubbles converted into cavities, owing to some of the slender covering portions having been removed during ordinary wear, or probably through continuous shaking. Even the quietest house is frequently jolted by the wind, traffic, and so on.

In many cases fine streaks can be seen in glassware, some of them being like minute comets, and others long and fine, resembling hairs. Most of these appear to be due to the compression or dwindling of the bubbles while the substance is in a molten state, the result being that the contained air is squeezed out meantime, and forms a long, slender, ribbon-shaped channel, which becomes permanently fixed by the hardening of the glass. Many modifications of this behavior can be traced. A fairly large bubble may split up into a group of minute ones, and these eventually elongate into a series of streaks. Twisting of the molten glass will cause these streaks to curve and curl into all kinds of curious designs.

The elongating tendency is proved by the boat-shaped formation of many of the cavities. These have been modified from a globular shape, and one can very well understand that if the compression has had the chance to be continued the points have separated farther apart, while the body of the space has narrowed, until finally a long, fine tubular line has resulted. Draughts, defective treatment, irregularity of temperature, and many other factors take shares in causing these bubbles, which, when at all numerous, considerably disfigure glassware. Folding or waving may also be responsible for streaking, and may, indeed, by overlapping and enclosing particles of air, give rise to bubbles. I believe that either course may occur; folding producing bubbles which elongate to bold streaks, which in turn can originate other bubbles.

Often when a glass article suddenly cracks, without anyone having touched it, or any apparent change of temperature having occurred, the effect has been due to the presence of these little bubbles, and that vibration has caused a tiny set of fractures to immediately lengthen, with the result that a sharp and mysterious sound has been simultaneously made.

With regard to changes of temperature, it must be remembered that minute quantities of imprisoned air do not allow heat to pass through them so easily as it goes through solid bodies. When, therefore, a warm draught reaches the glass, the colder bubbles burst in consequence of the variations, and the article cracks.

NEXT WEEK'S GOLF GAME.

AFTER an intermission of a month the Salesmen's Golf Association will resume the season's series of tournaments at the Canoe Brook Country Club, Summit, N. J., next Thursday, September 14.

Trains leave Hoboken as follows: 7:30, 8:20, 8:30, 9:15, 11:30 a.m., 12:15, 12:28, 1:03 p.m.

The prizes include the CROCKERY AND GLASS JOURNAL Trophy for best net score; "Pottery, Glass and Brass Salesman" Medal for best gross score; Club Trophy for best selected score.

Competition will continue for the Wedgwood best net selected score for the season.

Players who desire to secure partners should communicate with L. S. Hinman, 200 Fifth avenue.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, , lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

Herbert M Ford, c, g, Mitchell, Woodbury Co, Boston. Imperial.

A J Kline, c, g, Dives, Pomeroy & Stewart, Harrisburg. Herald sq.

S B Moody, c, g, l, Newcomb, Endicott & Co, Detroit. 200 Fifth ave.

E Hahn, t, W Filene's Sons Co, Boston. 118 West 32d.

P O Fries, c, hf, Erie (Pa) D G Co. 432 Fourth ave.

H A Koll, c, g, Hamburger & Co, Los Angeles. 215 Fourth ave.

L D Bamberger, hf, L Samler, Lebanon. 72 Madison ave.

L G Gilman, c, g, l, Herzfeld, Phillipson Co, Milwaukee. 31 Union sq.

Mrs Padowitz, hf, c, Schaper Bros, St Louis. 1150 Broadway.

Z Schoonveld, g, Amsterdam, Holland. 90 Wall.

J Erion, hf, c, t, H A Meldrum Co, Buffalo. 105 Grand.

Max Rauch, hf, c, t, Younker Bros, Des Moines. 303 Fifth ave.

W F Daly, hf, Barnard, Sumner & Putnam Co, Worcester. 75 Spring.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The annual meeting of the stockholders of the United States Glass Co. on August 29 was a "regular love feast." In marked contrast with previous annual gatherings, the recent session lasted about thirty minutes. Reports were quickly given the "O K," and the re-election of the old board of directors followed. The directors will meet some time this month to organize, and will undoubtedly re-elect the present officers.

"We are becoming very tired of being compelled to change prices," said a wholesaler. "We formerly could quote a customer from memory. Now our salesmen have to carry revised catalogues and price lists, and corrections must be up to the minute."

John Kunzler, actuary of the Glass Association, is rapidly recovering his health.

Frank Lang, of the local sample rooms of Kinney & Levan, who has left on a Southern trip, is showing domestic glassware along with the import lines.

A new catalogue illustrating the lead and lime blank lines of the United States Glass Co. has just been issued.

Quite a demand exists for the satin-finished Amber glass line of vases of the Pittsburgh Lamp, Brass and Glass Co. There are six different shapes and several sizes.

"This is my thirty-first annual visit to the East, and I am getting mighty tired of the journey," said Harry Koll, buyer of glass and china for the Hamburger store, Los Angeles, when here a few days ago en route to New York. "Take it from me, if you want to live and enjoy this brief span of life, come out to California, and then you will just start to feel happy and contented." Mr. Koll is certainly some booster for California.

Quite a number of small dealers who have been in the market of late buying imports from local houses have placed their orders for glassware with these concerns instead of giving them to the factories as they have done in the past.

An excellent demand prevails for lighting glass. The factories are working to capacity on these lines.

Electricians, lighting fixture manufacturers and contractors in Cleveland have formed an arbitration board to adjust disputes and differences, and the idea might be copied elsewhere to advantage. The board is composed of three workers and three manufacturers, and these select a seventh member. Charles Lang, of the Kinney & Levan offices, Cleveland, has been elected president. The agreement to arbitrate all differences is for a term of three years.

The State of Maryland has passed a law which prohibits the use of drinking vessels by other than the first user. While aimed particularly at soda fountains, the restriction may apply to bars, and as the proprietors cannot afford to break up tumblers as fast as used they will naturally fall back on paper vessels. These are an abomination, anyway. Some are round with corrugated edges, and shaped so that they may be nested. The corrugations and the paraffin coating are disgusting to a refined taste. The "paper bags" supplied by the Pullman cars are even worse. Fill one of them with water while on a moving car and try to drink. The chances are that half the water will go down your collar, a part up your nose, and the little that goes down your throat will choke you; for, sure as fate, just as you begin to drink, the car will strike a curve. As nearly every general ware glass factory makes drinking glasses, the new law in Maryland will add another hardship to the trade. With the wave of prohibition sweeping over the country, and the sanitary cranks continually finding new sources of contamination, the poor glass manufacturers are certainly hard hit. Anything to eat or drink tastes better when served on fine china or in good glass. Instead of curtailing the use of glass it should be extended. Glass is easily cleaned.

Pass a law that after using a glass it must be thoroughly washed, and then enfore it. It is true that in many places after a glass has been used it is given a "lick and a promise," and without wiping is returned for further service. Simply dipping the glass in dirty water is not cleaning it. The manufacturers all over the country are exercised over this latest development.

THE PROPER MELTING OF GLASS.

TO become a master in the art of melting it is necessary to have a thorough acquaintance with all faults and blemishes that are to be found in glass. The glass factory vocabulary contains a number of words such as "sandy," "blistery," "pimply," "stony," "streaky," "windy," "cordy," etc., all of which have their particular significance to the expert.

Should little stones be found in the glass, they may be classified as mixture, fusion or clay stones. Badly-sieved raw materials are the cause of mixture stones. If the furnace does not develop sufficient heat or if the quantity of flux used is to small, fusion stones will be found in the glass, as the fluxes will melt by themeselves and not bind up with the silica. Clay stones are stones which come from the furnace blocks, melting pots, etc., and by some means find their way into the glass metal. When these clay stones dissolve imperfectly they are the cause of the stony, streaky and stripy glass.

Windy glass is caused by insufficient furnace temperature during working. The result is that the glass is tougher and more viscous at the surface than lower down in the pot. Or if large quantities of shivers are used, windstreaks are formed when the viscous shivers-glass does not bind up sufficiently with the glass metal.

Sandy glass is only produced if the melting tem-

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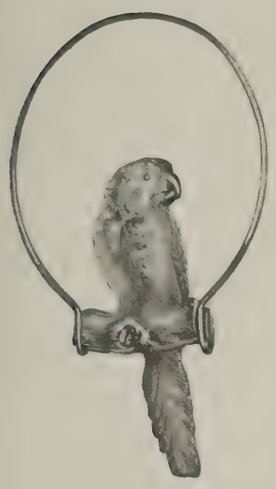
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AGAIN SOMETHING NEW!



In addition to our long line of animals and birds with brilliant eyes we now offer a TURKEY and PARROT in ring in iridescent colors.

The little SLIPPER will appeal to everybody.





PROMPT SHIPMENTS.

New Yoak Salesroom:
FREDERICK SKELTON,
71 Murray St.
Telephone 6962 Barclay.

LANCASTER GLASS CO.,

LANCASTER, OHIO.

Birds, Bees, Butterflies, Blocks and Bulb Bowls.

SEE OUR NEW GLAZED AND DECORATED LINE



Sample Assortment No. 1:
5 Pieces by Parcels Post, $1.

Sample Assortment No. 2:

1 doz. Asstd Bulb Bowls
1 " " Bird Baths
1 " " Flower Blocks
3 " " Birds with wax

6 doz. only $12.

By express or freight not prepaid.

Get them quick. See our men or send for sample asssortments, and don't forget our

JARDINIERES, PEDESTALS, FERN DISHES, KITCHEN AND TOILET WARE.

BRUSH-McCOY POTTERY COMPANY

ZANESVILLE, O.

New York, Cox & Lafferty, 1140 Broadway, at 26th St.

ESTABLISHED 1864.

Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

WHEN coming to East Liverpool don't fail to call and see what we have to offer you for 1916. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

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perature is too low and the melter blasts the metal too early. This process forces all the undissolved grains of sand into the glass metal.

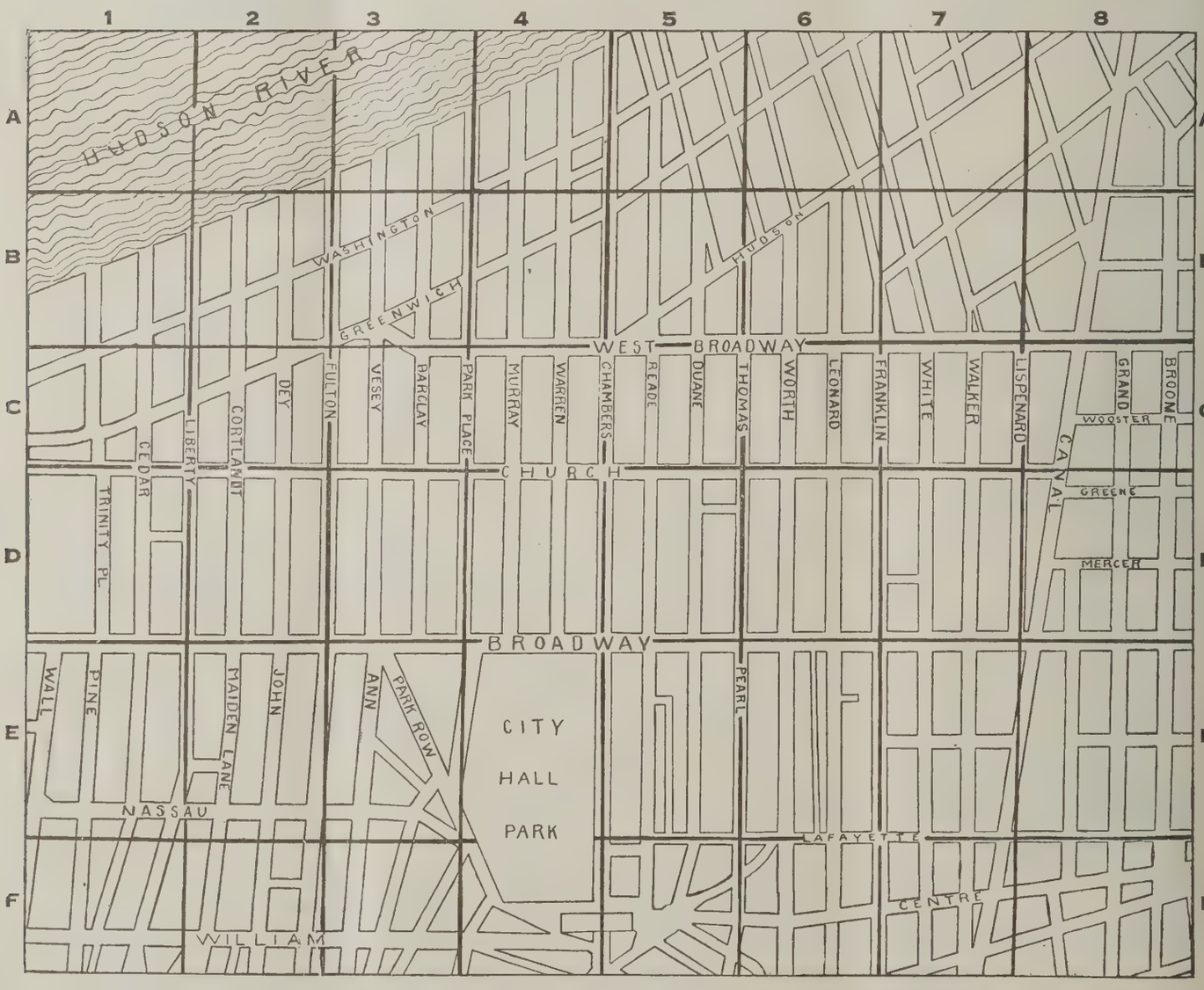
Pimply glass is caused by the presence of small air-bubbles which cannot escape because the glass is viscous. This occurs when the furnace temperature is too low during melting. If the purifying and refining is not thorough enough, or if the furnace temperature is allowed to rise after melting, small bubbles are formed, but usually soon disappear. Badly-melted glass, however, remains pimply.

Glass is devitrifying when the working temperature is too low, or the mixture does not contain sufficient alkalies, or if it has been reheated several times.

The above-mentioned faults hardly ever occur in properly-conducted meltings, and, if the furnace is hot enough and easy to regulate, and the melter a capable man who understands his business, all meltings will turn out good. Naturally the same fine quality of glass is not to be expected from every pot—that is a fact which has to be faced—and managers who find the quality of the glass not up to the standard of the articles they are

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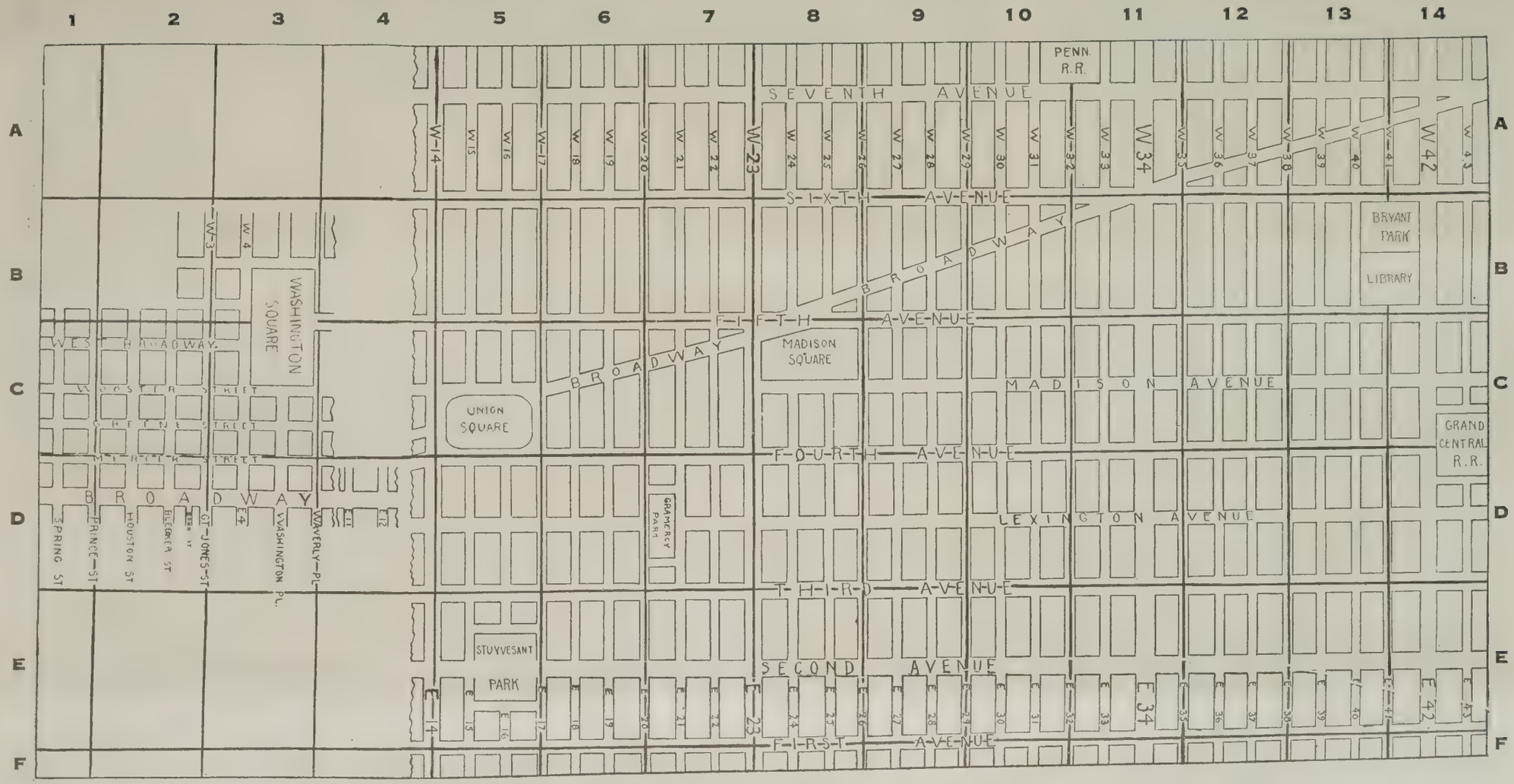


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manufacturing will have to substitute for them others more suitable to the glass turned out.

MULTIPLE PERSONALITY.

TAKE a clerk: He is one person to his wife; he is still different to a friend; entirely different to his employer; different to everyone he meets.

He may be ever so sincere, but to every person he is different—possibly only slightly so, but probably very much different.

How many persons are you?

When with one person, you are one personality; with another person, entirely different; and so on.

Doesn't a man have just as many "sides" or personalities as the number of people he comes in contact with?

Every person sees us in a different light.

If the truth were known, when two people look at a third, what one sees is no more like what the other sees than a hay-rake is like a harvesting machine.

We are different to every person because each person brings out a different part of us—a different personality.

Take the case of any man or woman: When they meet the person who can bring out that part of them which is suppressed, they love; and when they find someone who can bring out the feature that the other craves, they are loved.

And isn't this why some men have only a few very good friends, while others are liked by all who meet them?

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

PROPOSALS—Sealed proposals subject to the usual conditions will be received up to 10:30 a.m. September 6, 1916, for furnishing the New York State Hospitals for the Insane with crockery, vitreous ware and glassware for a period of nine months, deliveries beginning October 1, 1916. For further information apply to the PURCHASING COMMITTEE for State Hospitals, Room 138, Capitol, Albany, N. Y.

FOR SALE.

POTTERY FOR SALE.—A pottery situated in New Jersey, two kilns, biscuit and glost, and two decorating kilns. P.R.R. siding. A going concern making a line of fine specialties. Terms arranged to suit purchasers. Address S. M. P. B., this office.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

CHINA, GLASS AND HOUSEFURNISHING GOODS STOCK FOR SALE.—Business established over twenty years, located in city of 100,000 in the Middle West. Stock about $21,000 and bought on a jobbing basis. Gross profits over $15,000 a year. Address CHINA STORE, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted]	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D`A Chine.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA,	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain,	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion,	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 14, 1916.

THE CONDITION OF BUSINESS.

New York

Taken as a whole, it has been rather a quiet week with the wholesalers. There were a few buyers in town, mostly from nearby points, but they bought sparingly. The best call is for goods from stock. But there is always a bright side to the darkest cloud, and the shortage of goods is enabling dealers, both wholesale and retail, to market wares they have accumulated for years. Goods that would not pass muster a year ago are being readily taken, and every day sees a further depletion of stocks. The scarcity of merchandise is not visible to the casual visitor. The shelves still show a good many things, but they are spread over more space.

While the factories in Europe, outside of Germany, continue to send fairly good quantities, they are producing less as time goes on. The armies are continually calling for more men, and, besides, there has been considerable mortality among the older workers in the past two years.

From different causes, but just as effective in curtailing production, the American potteries are not putting out as many goods as they did a short while ago. The strike of the sagger makers has had a very bad effect, and unless this is brought to an end soon production will be further curtailed.

The glass manufacturers are in a little better condition, and with the return of cool weather are getting fairly goods results.

Retail trade in New York, which was beginning to feel the effects of the returning population, was hard hit the first part of the week by the strike on the street car lines. Locomotion was difficult, and women would not take the risk of getting in the turmoil between the workers and strikers. People with automobiles could get about, but the less fortunate who had to depend on public conveyances kept away. Some of the stores had quite a deserted appearance. The tie-up of street traffic was in a manner beneficial to neighboring cities, whose inhabitants, not caring to come to New York, supplied their minor wants from the local tradesmen.

Good reports of retail trade come from nearly every section of the country, and an optimistic feeling with reference to fall business is prevalent everywhere, even in New York, for no one believes that the car strike here will be of very long duration. The shortage in the cotton and wheat crops may have a little effect, although in neither case is the lessened yield anything to be afraid of. Comparisons are made between last year and this without taking into consideration the fact that 1915 was a record year for everything. Both cotton and wheat are up to or above ordinary years, and what is lost in quantity is more than made up by the price; so that the planters and farmers will have as much money as, if not more than, they did last year.

East Liverpool and Vicinity

Any amount of new business is being offered manufacturing potters, but conditions are such that it is impossible to procure the requisite production. Some buyers have desired to place exceptionally heavy specifications, but manufacturers

have been obliged to refuse them owing to the difficulty of securing sufficient help. Decorated dinnerware is particularly wanted, the files being crowded with orders.

Pittsburgh and Vicinity

All glass factories are working full time. General lines are in good request, with a tendency to the better-grade goods. Blank manufacturers are very active. Jelly tumblers are in such heavy demand that manufacturers are far behind on orders, notwithstanding the fact that increased prices are asked.

BOSTON BUSINESS NOTES.

BUSINESS conditions are the best in many years. Wholesalers, agents and commission men are equally rushed, and as shipments are coming along somewhat better than for several months the situation is pleasing all round. The retail stores are doing handsomely. All report that they see only one prospect—a new high mark for the entire fall and winter season. Their buyers are working on this basis and are ordering unusual quantities.

"Joe" Kelly, of Mitchell, Woodbury Co.'s traveling staff, is back from a business trip through Connecticut.

Several in the trade are planning to visit the electrical exhibition to be held in Hartford, Conn., September 26-28, in connection with the New England Electrical Convention.

Harry L. Seixas, representing Edward Boote, New York, showed his samples at Young's.

A. S. Moore, with the Morimura Bros. toy line, has gone to Portland to show his samples. Later he will visit Manchester, N. H., and Providence, and from the latter place will go to Philadelphia.

George W. Beals is on a trip through western Massachusetts and Connecticut this week.

Burrows & Sanborn, of Lynn, have been incorporated with $100,000 capital to conduct department stores. The incorporators are Charles S. and Ralph S. Sanborn, and C. Hudson Johnson.

Oscar A. Shepard, president of the Shepard, Clark Co., died at his summer home at Marblehead Neck, aged sixty-seven. He was born in Bangor, Me., and when a boy came here and entered the employ of Greenwood & Co. as a traveling salesman. He later became a member of the firm of Shepard & Samuel, dealers in housefurnishings, china and glassware.

A voluntary petition in bankruptcy has been filed by John Berman, doing business as the Berman Furniture Co., of Quincy. The liabilities are $140,354, of which $39,541 is secured. The assets are uncertain.

A. S. Williams, of Barre, called on friends in town this week.

Frank Fessenden Crane, at one time a traveling salesman in the employ of the Abram French Co., died at his home in Quincy.

E. D. Libbey, of the Libbey Cut Glass Co., Toledo, O., has secured the first Rolls-Royce automobile that has come into this country in six months. Mr. Libbey is spending the season at West Falmouth. The price of the car was $12,500.

EXPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from Stoke-on-Trent, England, to the United States during the month of August amounted to £27,975, being a decrease of £2,959 compared with the figures for the month of July.

LABORATORY ASSISTANTS IN CERAMICS WANTED.

THE United States Civil Service Commission announces an open competitive examination for laboratory assistants in ceramics, men only, on October 4. From the register of eligibles resulting from this examination certification will be made to fill vacancies in this position in the laboratory of the Bureau of Standards, Pittsburgh, Pa., at salaries ranging from $900 to $1,200 a year, and vacancies as they may occur in posisitions requiring similar qualifications, unless it is found to be in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

Competitors will be examined in the following subjects; General physics, 15; French or German, 10; practical questions in ceramics, 50; education, training, and experience, 25; total, 100.

Applicants must be graduates of or senior students in a course of ceramic engineering or ceramics at a technical school or college of recognized standing.

Persons who desire this examination should apply for Form 1312 to the United States Civil Service Commission, Washington, D. C.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

IT is not to be wondered at that the Imperial Art Glass and Lamp Works' factory has to be kept working overtime to supply the demand for their new line of electric and gas portable lamps. Good as their lines have been in the past, they have never done anything better than this year. As one buyer recently visiting their salesroom was heard to remark: "I could pick out any one of these lamps on display with my eyes shut and would be sure to pick a winner." Besides its other qualities, a noticeable feature of the line is the absence of copied patterns—something seldom found in inexpensive goods. Every pattern shown is originated by the firm's own designers, and there is an array of clever designs in a diversity of styles that are sure to win approval.

Included in the exhibition of new goods at the salesroom of the Tajimi Co. is a display of bronzes, quite distinctive in conception, designed especially for lamp mounts. The shapes, in odd vase and other styles, are highly artistic. Many are shown with cloisonne decorations, which are always attractive, and never more so than in these goods.

To say that Edward Miller & Co. have the most attractive line of portable lamps and fixtures of their career is not exaggerating in the least; and yet, noteworthy as the display already is, they are not satisfied to rest on their laurels, but are still further augmenting the line at the New York salesroom by constant additions from the factory. The company's designers are simply outdoing themselves on the new goods, which show refreshingly different ideas in shapes, patterns and finishes.

The United States Glass Co.'s exhibit of illuminating glassware at the showroom of Malone & Nicholson is sure to please the most exacting, consisting, as it does, of such a varied showing of shapes and designs. Several pretty patterns are shown in variations of the Adam style—some of these in deep, delicately-colored etchings being especially charming. A gracefully-shaped shallow bowl has the pattern executed in a salmon pink with medallions of blue, making a harmonious combination on the rich white glass.

Nothing could be daintier or more appropriate for the boudoir than a wicker-ware lamp. The one illustrated below is shown by the Basket Novelty Co. in an



ivory finish with decorations of delicately-colored flowers in festooned effect. It is just the right size for the dresser or small table, and invariably finds buyers in any lamp department in which it is displayed.

The Bradley & Hubbard Mfg. Co. have accomplished wonders in their new line of lamps. The assortment shown with the decorated parchment and metal shades is one of the most artistic achievements seen in this class of goods in a long time. Classic and modern hand-painted decorations are employed, and these are carried out in the bases.

The M. Herbert Co. are always working upon new ideas. No matter how good a line they have, they are

constantly striving to make it better, and in consequence their showroom is a place in which one can always depend on finding something new. One of their latest achievement is a black wood floor lamp with composition flowers entwined around the standard in a very realistic manner. This same idea is utilized on table lamps in ivory finish; also on candlesticks.

J. MEREDITH MILLER ROBBED AGAIN.

FOR the second time within a few months the apartment in Newark, N. J., of J. Meredith Miller has been burglarized. Both Mr. and Mrs. Miller were away from home on Tuesday night, when the robbery occurred. The extent of their loss has not been fully ascertained, as Mr. Miller, who travels in the interest of Maddock & Miller, this city, has only just returned home from a trip to Philadelphia and has not had an opportunity to make a complete investigation.

AT CHICAGO.

CONDITIONS in wholesale circles showed considerable improvement last week, and the volume of trade at the retail stores was better than normal for the season.

* *

Plans are being made for the fall meeting within the next few weeks of Pick's Progressive Association. The speaker has not yet been secured, but he will be from one of the factories with which the company has business relations, and, as usual, will explain the manufacturing end of the particular product his factory furnishes.

* *

Business was a little disturbed here this week on account of the primary elections. The banks were closed on Wednesday—a fact overlooked by many of the crockery and glass men, and the inconvenience was general. One glass man declared that it is getting "just like Spain, where they have so many holidays they can't get any work done."

* *

Harry Berliner, buyer for Gimbel & Co., Milwaukee, was a visitor in the city last week.

* *

Charles Patterson, buyer of china and glassware for Carson, Pirie, Scott & Co., has returned from a brief trip into the country, where he visited friends.

* *

O. B. Eckland, head of the Central Cut Glass Co., has returned to the city after a trip among the factories whose output is distributed by his company. Mr. Eckland says that the atmosphere in the cut glass game is beginning to clear a little, and the blanks are now coming from the factories in much better volume.

* *

John Ling says that the "$2.95" sale on cut glass was quite a success, a large number of pieces having been moved, making room for new goods which are now arriving from the cutters.

* *

W. S. Kelsey, representing the Corning (N. Y.) Glass Co., dropped into the city for a couple of days last week.

* *

James McHugh, representing the Steubenville (O.) Pottery Co., is expected in the city in a few days on his fall trip.

* *

The condition of Henry Fox was reported somewhat improved last week.

* *

S. S. Kresge & Co.'s new five and ten cent store at State and Madison streets was making a drive last week on glass tableware. The basement of the big store is devoted entirely to china, glass and housefurnishings, and an exceptionally good class of ware is being offered for the money.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Aug. 26, '16	Corresponding period 1915	Exports Jan. 1 to Aug. 26, '16	Corresponding period 1915
New York ...	374	161	8441	6510
Boston	114	17	3187	3391
Philadelphia .	....	6	428	1906
Baltimore	42	31	2304	5336
San Francisco	8	42	982	13 4
New Orleans..	10	5	110	549
Portland, Me..	....	....	249	1006
Galveston .	....	....	....	....
Newport News.	....	....	....	61
Portland, Ore..	....	..	17	140
Inland Points..	....	20	304	479
Total	548	282	16002	20692

From David Inglis & Co.'s Circular

TO	Shipments month end'g Aug. 26, '16	Corresponding period 1915	Exports Jan. 1st to Aug. 26, '16	Correspond ing period 1915
Boston..	459	379	3425	3386
New York	1527	683	8486	6373
Baltimore	237	314	2462	5336
Philadelphia...	8	139	427	1912
New Orleans .	32	143	118	544
Newport News.	....	7	....	61
San Francisco.	13	60	982	1344
Portland, Me..	....	....	484	1006
Galveston. ...	....	....	....	....
Portland, Ore..	1	....	17	140
Inland Points..	5	22	112	428
Total..	2282	1747	16513	20530

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Manufacturing conditions here are deplorable. With the strike of the sagger makers and the inability to secure sufficient crews for other departments, the manufacturers are in dire straits. "Just to show you what we are up against," said one, "I want you to read a letter which just came in." It was an order for from fifty to seventy-five cars of decorated ware, duly signed, and shipping instructions given. "All we can do is to return the order," said the manufacturer. The price was attractive; but delivery of any part of the order before next year was impossible.

* *

It became known through accident a few days ago that the difference existing between the kilnmen's local union and the Brotherhood administration is more acute than generally supposed. The kilnmen, as union workers, are obligated by their constitution to pay into the "Brotherhood Defense Fund" a certain tax. This they have refused to do since the first of the year. An effort was made to hush up the matter, but failed.

* *

Pottery manufacturers could command their own prices if they could only make deliveries. Among buyers price is a secondary consideration. The first thought is to get the merchandise.

* *

A. L. Seckerson, a well-known local decorator, has developed a crinkled-leather effect decoration on pottery which gives promise of becoming popular. On top of the ground color is a gold treatment, the ware requiring two fires to produce the desired result.

* *

Among the buyers visiting the district of late were Fred Swasey, of E. Swasey & Co., Portland, Maine, and Mr. Casterline, with Pitkin & Brooks, Chicago.

* *

The contemplated suit for damages by the United States Potters' Association against the National Brotherhood of Operative Potters is the first action of the kind ever considered within the history of the trade. For years the manufacturers have sought to have the officials of the Brotherhood put up a cash bond that their wage agreement would be lived up to, but the reply always has been: "Our word is as good as our bond." Such has not proved to be the case this year. The Brotherhood has over $500,000 in its defense fund, it is said, and should the suit prove successful this would be drawn upon to satisfy the judgment.

* *

The Louthan Mfg. Co. has been incorporated here with a capital stock of $50,000 by B. M. and F. N. Louthan.

* *

Assuming that the sagger makers returned to work immediately, it would require the balance of the year to replenish the sagger supply in this district. Report is to the effect that nineteen sagger makers have left the trade to work in a nearby sheet mill.

* *

Three new dinner shapes contemplated for 1917 trade have been "held up" owing to existing labor conditions.

* *

"Thirds" are now being used as "scheme goods," and buyers are glad to take all they can get.

* *

Saggers makers have returned to work at the plant of the W. S. George Co., East Palestine, under former terms, and it would be no surprise to see a few go back to their benches in this district ere long.

* *

Trouble with the warehouse girls broke out again at the plant of the National China Co., Salineville, a few days ago, but it was soon adjusted.

* *

There is an excellend demand for covered jugs, and plants making these lines have all the business they can handle.

* *

Orders for semi-vitreous porcelain hotel staples continue to pour into the district in heavy volume. The past week witnessed some very heavy bookings for both decorated and plain.

Beaver Falls, Pa. The Mayer China Co. are installing automatic stokers and various other adjuncts to create efficiency and still further improve their output. They are doing an excellent business on their justly-celebrated vitrified hotel ware.

STATE CONTRACT GOES TO ALBANY FIRM.

FOR the first time in many years the New York State Hospital Commission has awarded the contract for furnishing crockery and glassware to State institutions to a firm in its own State. The contract was awarded September 6 to Horton & Wade, Inc., Albany. There are fifty-one items in the contract. One calls for 60,000 table tumblers, another 50 000 dinner plates. The total amount of the contract is $32,000.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

L W Brown, c, g, Southern Crockery Co, Los Angeles. Woodward.
P L Beck, c, g, t, Baltimore (Md) Bargain House. 354 Fourth ave.
H H Dowd, hf, H H Dowd & Co, North Vernon, Ind. Wallick.
S E Price, hf, t, D L McCarthy, hf, c, t, Stewart D G Co, Louisville. 18 West 31th.
A A Breton, hf, Shartenburg & Robinson Co, New Haven. 75 Spring.
J Duncan, t, Robertson, Sutherland & Co, Lawrence, Mass. 432 Fourth ave.
D L McCarthy, hf, c, t, Stewart D G Co, Louisville, 18 West 35th.
W C Whitefield, c, g, Kansas City. Park ave.
E C Toole, hf, c, Burke, Fitzimmons, Hone & Co, Rochester. Park ave.
R A Staley, t, E Wren Co, Springfield. Broztell.
H H Barkalow, c, t, I M Smith Co, Grand Rapids. 4 West 22d.
M Schwarz c, Golden Rule, St Paul. 1261 B'way.
G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.
L G Wesselman, hf, Bailey Co, Cleveland. 72 Madison ave.
C I Smith, t, Reid & Hughes Co, Norwich. 75 Spring.
L C Scott, t, Campbell's, Pittsburgh. 1239 B'way.
W H Ward, c, g, Warner Bros, Erie. Arlington.
J Kohnfelder, hf, Kaufman & Baer Co, Pittsburgh. 95 Madison ave.
F S Hulse, hf, Clarke Bros, Scranton. 105 Grand.
C Herman, hf, Baltimore (Md) Bargain House. Herald sq.
F G Holden, t, M Morgan & Co, Montreal. Grand.
A H Riker, hf, Wurzburg D G Co, Grand Rapids. 315 Fifth ave.
Mr Jackson, t, Robert Simpson Co, Toronto. 47 West 34th.
J H Montague, hf, J H Montague & Co, Charlottesville, Va. Strand.
M Berry, c, g, Eastman Bros, Portland, Me. 1270 B'way.
J H Hahn, c, g, R Briggs Co, Boston. Wallick.
G H Mehl, c, hf, Donovan Co, Lancaster. 470 Fourth ave.
E F Shropshire, c, g, Mitchell, Baker & Smith, Lexington. Herald sq.
E Sasso, c, g, Sasso Dept Store, Hazelton, Pa. Imperial.
W C Whitfield, c, g, Kansas City. 108 Worth.
J Z Parsons, hf, Kohn-Furchgott Co, Jacksonville. Park ave.

THE SAGGER SITUATION.

TUESDAY last marked the beginning of the fourth week of the sagger makers' strike in the East Liverpool, Wellsville, Chester and Newell potteries. Dipping-house employees in a number of plants have been idle for a week or more. The effects are now becoming apparent in the decorating departments of certain plants because of a shortage of ware. Unless adjustments are speedily made, operations cannot continue much longer.

Representatives of the Chamber of Commerce, the United States Potters' Association and the striking sagger makers met last Saturday night in the parlors of the East Liverpool Y. M. C. A. to canvass the situation. This was followed on Tuesday night by a meeting of the strikers, when a committee of nine was appointed with full power to adjust all differences.

The situation seems to be clearing. Many sagger makers have announced their willingness to return to work, but fear of chaffing from fellow-workers is holding them back.

HENRY SIEGEL BACK IN BUSINESS.

JUST one mile north of the spot where he made and lost millions of dollars, Henry Siegel is a New York merchant once more. The opening of the Emporium Cloak and Suit Co., at Broadway and Thirty-fifth street, comes two years and nine months after Siegel's Fourteenth Street Store and its subsidiaries passed into receivership.

When the first customer stepped across the threshold of the new store Saturday morning Siegel realized the dream to which he has tenaciously clung since he lost his fortune He went to prison vowing that he would "come back;" he walked forth to freedom six months ago promising that he would once more enter

business and pay back the money that the depositors of his department store bank had lost in his failure.

He reiterated this promise as he sat in his little mahogany-furnished office on the balcony of his new store.

"I want to keep only enough to live on," he said. "Everything else that I can earn here must go to the men and women who were my creditors. I am starting smaller—much smaller—than I did when I first came to New York. We have only two floors here and less than three hundred employees. But we are going to grow. The time is not far distant when the Emporium will fill every floor in this or some other building."

LACK OF THOUGHT, AND ITS CONSEQUENCES.

THOUGHTLESSNESS in little things, merely because we think they do not concern us, causes inconvenience to others, and their thoughtlessness in turn hits us.

Haven't you often noticed how, when a crowd is waiting for an elevator, some half-awake man walks in and stands in the way until he gets a shove or a reqnest to let the others enter?

There is a certain man in Pittsburgh for whom we have considerable regard, and it all originated in a most simple fashion. We were walking along a side street when suddenly he stepped into the grass to where a rusty nail projected from a board, and flattened the nail with his heel.

"Some kid might step on it," he explained—and the next instant he had forgotten.

If everybody would adopt a similar attitude of thoughtfulness towards others there would be fewer accidents and more real happiness. It is all so easy, such things as flattening a nail, and it may mean so mnch to someone.

Haven't you often seen men step out from a pavement and pick up a piece of glass so that some fellow wouldn't have to devote a week's salary to new tires?

Just now in Chicago there is an agitation for an ordinance to prevent teamsters with heavy loads from riding leisurely in front of a street car, on the tracks, thus holding up the car and wasting the valuable time of a score or more people. You can always tell a teamster who has consideration for his fellows—he hears the motorman's bell first time, instead of after plodding along for two blocks.

A very large percentage of people neglect to close a strange door after they pass through it. This has resulted in the invention of the automatic door-closer. The millions in use have cost every one of us real money, for such costs filter over the whole social body. The automatic door-closer is a monument to thoughtlessness. And yet just as much effort is now required in opening a door on which the automatic closer is attached as was required to open and close the door without it.

LIVE SELLERS.

ONE of the liveliest sales propositions to be found on the market, and one which offers almost unlimited possibilities either for the holiday trade or as an all-the-year-round seller, is the E. & J. Bass line of silver-plated specialties. This concern is justly entitled to the enviable reputation it holds with the trade for up-to-the-minute merchandise. It can always be depended



upon as being just a little in advance of the times in its ideas, and in the creation of specialties for utilitarian purposes occupies a unique position. The items illustrated will give only a vague idea of the practicability of the line and its distinctive daintiness—a feature at once apparent in every article turned out. The silver-plated hammered pattern shown in the concern's advertisement on another page of this issue is one of the latest efforts which will keep the cash register working overtime wherever it is stocked.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 12, 1916.

LIVERPOOL

17	packages	earthenware	Guaranty Trust Co
42	"	"	Maddock & Miller
20	"	"	G F Bassett & Co
1	"	"	J M Shaw & Co
8	"	"	E Boote
10	"	"	T S Todd & Co
5	"	"	W H Plummer & Co
3	"	"	A Giese & Son
31	"	"	L A Consmiller
12	"	"	Meakin & Ridgway
5	"	"	Butler Bros
3	"	glassware	Davis Collamore & Co
2	"	"	J Davison
1	"	"	Rowland & Marsellus
2	"	"	G Collamore & Co
10	"	"	American Express Co
52	"	chinaware	W S Pitcairn
5	"	"	Tiffany & Co
3	"	"	H C Edmiston

SANTA MARTA

1	package	glassware	B W Morris

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, INC.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 14, 1916.

THE strike of the sagger makers at the potteries may result in the adoption of a machine for making the articles. There is such a machine, and it does good work, the saggers being better made than those turned out by hand, and lasting longer. This machine has been on the market for two or three years, but the men have refused to allow its use. Like the pull down, which was the result of a strike, this machine may now come into its own.

AS TO PRICE LISTS.

OWING to the many changes in the prices of glassware during the past few months, manufacturers have had to issue new price lists frequently, only to soon find they were useless, the altered rates necessitating the printing of new ones. Besides being expensive, it is has proved both annoying and confusing, as buyers may not have received the latest edition, or, forgetting, may fall back on an earlier one.

It is thought that relief may be had from this condition by establishing a standard list, changing the discounts from time to time as occasion may require. For instance, suppose an article has been selling for a dollar. Under the present method, if the price advances five or ten per cent is added; and in a short time another raise is made. With a standard list the article would be listed at two dollars with a discount of fifty per cent. When it became necessary to raise or lower the price the discount could be altered accordingly. Once the prices are fixed and the list printed, a notice of change of discount is all that is needed. Different discounts for different grades of buyers could, of course, be made.

The standard list is in use in many trades, notably hardware. Take the item of carpet tacks. The standard was set half a century ago and has never been changed. The discount started at, say, fifty per cent. Then it was fifty and ten, and so on, until at one time it read fifty and ten and five and two and a half. While a certain size of tack was listed at a dollar, the buyer was paying fifteen cents. It is perfectly practical, and if glass manufacturers could agree on a standard it would be easy sailing. Even if they acted independently they would facilitate business by this method. Two or three have already done so with satisfactory results, and others are likely to follow their lead.

PERSONAL.

THE distinction of being the youngest buyer visiting this market is held by "Joe" Bason, with Wise, Smith & Co., Hartford, Conn. He is but twenty-two, but has been in charge of the concern's china, glassware and other departments for the past three years. He started with the company as a cash boy at the age of ten, and has worked himself up to the position he now fills so successfully. The happy frame of mind so apparent to all with whom he came in contact while placing orders here this week is not altogether due to the fact that he is increasing the business of his department every year. The greatest cause lies in the recent announcement of his engagement to Miss Rose Snyder, a charming young lady of Hartford.

Leonard Stock has packed his trunks with samples of Ahrenfeldt china and starts on Monday for a long trip through the Middle West, Northwest and Southwest. Ernest W. Schulz is also ready to start, and will leave about the middle of this week for Southern territory

Matrimony has taken another well-known young lady from the trade in the person of Miss Ray Kimmel, for several years past office manager for the Imperial Art Glass and Lamp Works. Miss Kimmel's place will be taken by Miss Gertrude Targun.

Fred Langfelder, who recently returned from Japan, where he had been in the interest of Morimura Bros., left early this week, accompanied by August O. Bendig, for a trip West. He carries as a specialty a line of bisque character dolls exactly like the German articles

except that they were made in Japan. He will show china in Chicago and St. Louis only.

Guy C. Robinson, of Kinney & Levan, Cleveland, who has been in New York for a little more than a week, was to go home Thursday night.

M. K. Lindner, with the Dohrmann Commercial Co., San Francisco, arrived on Thursday of last week. With him came F. H. Smith, of the San Francisco house, and H. L. Knox, of the Dohrmann-Parmelee branch at Los Angeles. These two gentlemen are making their first visit to New York and are properly impressed. It was hot enough on the second day after their arrival to make a lasting impression.

Julius Baer, of Louis Wolf & Co., Boston and New York, who recently returned from Europe, is now in New York. He will devote most of his time hereafter to the store in this city.

Chas. Dowdney, local sales-manager for Kiefer Bros.' cut glass, is enjoying the beautiful country around Lake Owassa, near Branchville, N. J., this week.

That Phillip Le Berthon, of the Imperial Art G'ass and Lamp Works, did not let the grass grow under his feet during a short trip through New York State is shown by a file full of orders which he brought back last Friday.

Miss M. Stewart, with J. B. Wells, Sons & Co., Utica, N. Y., favored New York with her presence this week and made some purchases.

J. H. Harris, buyer for Kaufmann Bros., Pittsburgh, arrived early in the week. He may be found at 1261 Broadway.

Wm. T. Mitchell, buyer for the Duffy-Powers Co., Rochester, was placing orders here this week.

Joseph Hurd, the youngest old man in the trade, has taken the road again. He left Monday night carrying the lines represented by W. S. Pitcairn.

Edith Arabella Poole, daughter of Arthur Poole, with the Wheeling (W. Va.) Pottery Co., was married on Monday to Ernest C. Stahl, Jr., son Col. Stahl, well known to the trade as a speaker at the Salesmen's banquets, and a brother of Rose Stahl, the famous actress. Mr. Stahl is district manager of the Watkins Coal Co., with offices in Philadelphia. The ceremony took place at Grace Episcopal Church, Trenton, and the honeymoon is being spent at Bushkill Falls, Pa. They will make their home in Trenton.

J. C. Fisher, with A. Gredelue, left this week for a trip which will include the principal cities of New England. From there he will work Westward.

Geo. H. and Frank I. Bowman, of Cleveland, who have been in New York since late last week, proposed returning Wednesday night.

Joseph Moore, of the Denver Dry Goods Co., arrived in town this week on his regular fall buying trip. He is at the McAlpin.

Wm. Marcus, of the Koscherak Bros. sales staff, left on Monday for a trip through New York State and Pennsylvania.

Charles Hass, buyer for S. & G. Gump, San Francisco, who has been in town for the past two weeks placing orders, left for home on Tuesday night.

W. L. Harding, Yarmouth, Nova Scotia, arrived in New York last Sunday to spend the week ordering goods for his fall trade.

Geo. Peck, Newburg, N. Y., was a visitor at a number of the salesrooms in the trade on Monday. He stated that business was very good up the river.

W. A. Edmunds left on Wednesday for a week's stay in Philadelphia with the lines represented by W. C. Woodward. He will have his display at the Hotel Green.

J. J. Hines, Jr., son of the well-known china and glass salesman, left on Thursday for Bostsn to become a student at the Massachusetts Institute of Technology.

H. M. Anderson, secretary and general manager of the Lonaconing (Md) Glass Co., left for home on Saturday after spending several days in the city consulting with his local agent, Arthur A. Bean.

G. W. Hoagland, formerly with Wise, Smith & Co., Hartford, Conn., who recently went with L. Dimond & Sons, Providence, as buyer of the house-furnishings, deserted the bachelor ranks last week

when he was married at Medford, Mass., to a young lady of that place.

C. B. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., is a visitor in town this week.

Chas. F. Patten hit the trail on Monday for a trip through the South and Middle West in the interest of Koscherak Bros.

A. Rosner, formerly china, glassware and housefurnishings buyers for Ludwig Baumann & Co., has become associated with Wise, Smith & Co., Hartford, Conn., and took charge of their housefurnishing department last Friday.

KOSCHERAK BROS. SLIGHTLY DAMAGED BY WATER.

FIRE from an unknown cause occurred at about 10:30 on Monday night in the Kienzle Clock Co.'s salesroom in rear of second floor at 129-31 Fifth avenue. The water employed in extinguishing it deluged the showroom on the first floor used by Koscherak Bros. for displaying china. The walls, ceiling and table coverings were soaked. Water also penetrated to Koscherak's stock room in the basement, where stocks of artificial flowers and other fragile goods were stored. It also did some damage here, but not enough to interfere with business very much, and in a few days no one will know there has been a fire.

A CONNOISSEUR IN CUT GLASS.

LAST week the police arrested on the charge of burglary a man who ought to be employed in a cut glass establishment as an expert. While the matter of giving publicity to "what is cut glass?" is being agitated the ability of Ralph Stigny to recognize the real article could be used to advantage.

A number of robberies have recently occurred in Englewood, N. J., and in every case the thief has taken only articles of value. His knowledge of cut glass and old silver is that of a connoisseur, while his choice of pictures shows that he is a good judge of art.

Stigny was captured as he was forcing an entrance to a house in Englewood. He dressed well, drove an automobile, and seemed to be the young man of leisure he pretended to be while making himself agreeable to the people of the town.

After his arrest it was learned that he had a room in New York, and an investigation showed that it contained practically a vanload of cut glass, silverware, pictures, fine clothing, and a large bundle of pawn tickets. All this was taken back to Englewood, and all those who had been robbed were notified.

Harry Powell identified a mass of cut glass and silverware; Arthur E. Foote recognized $2,000 worth of silverware and jewelry and two oil paintings; Charles F. Parks, Jr., $1,700 worth of silverware and cut glass; Frederick C. Walcott identified more than $2,000 worth of cut glass, silverware, and other articles. Others who have been robbed are expected to pick out their property, as there is much yet unidentified.

CUT GLASS, AND GLASS THAT IS CUT.

OUR editorials under the captions "Educating the Public," "Cut Glass, and Glass That Is Cut" and "What Is Cut Glass?" have greatly interested the trade, and, following up the letter from C. H. Taylor in a recent issue, we are glad to print the following from Mr. Dorflinger on the subject of classification. An advocate of the best there is in cut glass, his opinions will carry weight, as he represents one of the oldest concerns in the line, is thoroughly practical, and is known far and wide.

NEW YORK, Sept. 11.

Editor CROCKERY AND GLASS JOURNAL.

I read with interest your editorial in issue of August 31st in regard to "Cut Glass and Glass That Is Cut," and I noted the classification of cut glass by Mr. C. H. Taylor in the same issue.

I do not believe that any glass cutter would admit making poorly-cut and badly-finished glass, nor would the dealer call attention to these features in trying to sell. This may be eliminated, too, as being a question of cost, carelessness or ignorance.

I can think of three conditions only as being basic and indisputable, and these I would list as follows:

First Grade—Lead-potash blanks, hand-made and cut.

Second Grade—Lead-potash blanks, pressed and cut.

Third Grade—Lime-soda blanks, pressed and cut.

The glass cutter, knowing the grade he handled, could pass this information on to the dealer, who would have to determine for himself if the ware was properly cut and finished, and who would take this into consideration with the price.

So far as the public or the consumer is concerned, only the character and the reputation of the dealer, in his statement as to the artistic and intrinsic value of the article, would be valuable and reliable, as a rule.

The National Jewelers' Association at its eleventh annual convention in Minneapolis on September 1st recommended "that manufacturers of cut glass be urged to stamp all goods with their trade-mark for purposes of identification, and, where quality is involved, with quality mark."

The trade-mark label is feasible and is being used by some of the manufacturers. As to quality, before this could be considered, a basis for it would have to be generally established. Yours very truly,

WM. F. DORFLINGER.

[We shall be pleased to hear from other manufacturers on the subject.—ED.]

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Manufacturers of gas and electric portables are experiencing the most active business in their history. It is a question now whether or not those buyers who have failed to anticipate their wants will be able to get their specifications filled for the holiday trade. Prices are considerably higher than a year ago, owing to the sharp advances in metals and other materials which go into the making of these lines. The factories are many weeks behind in filling current requirements; so it stands to reason that the buyer who does not have his orders in the factory by the first of the month will stand a very poor chance of securing his merchandise for the early holiday trade.

Thomas W. Morris, secretary of the Western Glass and Pottery Association, accompanied by Mrs. Morris, has left for Old Point Comfort to spend a vacation. The second assessment of the current year will likely go out in October. No extra assessments have been called by the Association this year, which shows that the organization is in good financial standing.

"Cap" Hemple, manager of the Phliadelphia branch of the United States Glass Co., retuned to his office last Saturday night after spending three days at headquarters in an effort to hasten shipments for his trade.

The number of new designs for automobile lenses now being received by the glass manufacturers is surprising. "A lot of these inventors believe they have a correct lens; but when it is made into glass there is a sad awakening," said one manufacturer this week.

The two catalogues recently issued by the Pittsburgh Lamp, Brass and Glass Co., showing the new offerings in gas and electric portables, boudoir lamps, floor, piano and desk lamps, ought to be in the hands of every dealer.

Unless cut glass manufacturers have steady contracts with the blank producers they are unable to arrange future selling lists. One near this market bought 300 barrels of assorted blanks recently, and as they had a ready sale he sent in a duplicate order, only to learn that prices had advanced. "We can't tell from one order to another what the price of glass is to be," said the cutter.

The demand for tumblers continues heavy. In quantities common tumblers with glazed tops are firm at 16c. Sodas, not polished, are 16, 17 and 18c. Cheap table tumblers are listed at 13 and 14c, while iced teas and fancy tumblers range from 21 to 34c. Jelly molds are quoted at from 15 to 18c, and common jellies are 14, 15 and 16c. On these prices the usual trade discount of one per cent in 15 and net 30 days prevails.

The threatened shortage in freight cars has led to some factory managers holding on to a car when raw materials are received and loading it with the finished product as quickly as possible.

The ball was started rolling in earnest this week by the management of the Ft. Pitt Hotel to complete arrangements for the 1917 glass and pottery exhibit. The list of exhibitors already contains the names of over fifty firms.

The city sales office of the United States Glass Co., which is under the management of Henry Nickel, has been given spacious new quarters on the second floor of the main office building. On the same floor is also the new private office of Reuben Haley, chief designer for the company.

Activity in the shares of the United States Glass Co. on the Pittsburgh stock exchange continues After a slight reaction the stock advanced this week from 35½ to 37.

Buffers who have had a misunderstanding with the management of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., have adjusted their differences and have returned to work.

GLASS ETCHING.

MANY pieces of tableware are now decorated with various patterns by means of treatment with hydrofluoric acid and fluorides. The general process consists in first covering the glass with a resisting wax through which the design is traced by a needle, or in the application of the wax from transfer-paper. The two processes are therefore known as needle and plate etching. The needle etching is a comparatively simple process, but plate etching deserves a more extended description.

The design is produced on a steel plate by acid etching, in relief, while the other portions of the plate are depressed. The plate is then coated with a preparation known as ink, a mixture of pitch and waxes, scraped off smoothly with a knife so as to leave the design exposed and fill the depressions with ink, and a piece of thin paper is then laid over the plate and pressed down firmly with a roller. Upon lifting the paper, the ink adheres to it, and the paper is then wrapped around a piece of ware, which is set in a warm place until the ink adheres to the glass. The paper is then removed, leaving the ink on the glass covering a portion of the surface, and exposing the design. The remaining surface of the glass is then coated with melted resist by means of a brush, leaving the design exposed, and after cooling, the piece is ready for dipping into the acid.

In the case of two-process etching, which brings out very pretty effects, still another coating of resist and treatment with acid is necessary. In this process, the ware, having the design etched into it in outline, is painted with resist, leaving exposed portions of the design, such as flower petals, that are intended to be brought out as a "matt" or satin surface. Upon this surface is now painted a mixture of hydrofluoric acid and ammonium fluoride stirred into a paste with barium sulphate. This is allowed to remain a few moments and is then rinsed off, leaving a surface resembling ground glass.

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POINTERS FOR BUYERS.

REMARKABLE PATTERNS IN DINNERWARE.

The matter of delivery, especially on imported ware, is all-important these days; hence the immense business done in John Maddock & Sons' open stock dinnerware and open stock hotel ware by Maddock & Miller, Inc., is not to be wondered at, since they carry at all times an adequate supply of patterns in their spacious warerooms. Added to this is the finest selection of designs to be found on the market. Two that have just arrived are particularly conspicuous for their unique treatment and coloring. One is known as the "Pagoda," and the other the "Yum Yum." They are considered by all who have seen them to be the best examples of the lithographer's art ever produced in this line of work. The buyer looking for something good for his department should certainly investigate these striking patterns.

A CHANCE FOR BARGAINS.

The building erected for Morimura Bros. on Twenty-third street is fast nearing completion. The fixtures are ready to be installed, and the firm expects to be in possession on or about the first of December. To avoid moving stock from their present quarters they are offering concessions at a time when prices generally are advancing. This opportunity to buy at a reduction ought to appeal to dealers everywhere.

AWAJI WARE.

The Tajimi Co. have a display of Awaji ware this season superior to anything they have heretofore shown. Any number of new items are on view, including baskets, bud vases, flower bowls, jardinieres, incense-burners, plates, cups and saucers, teapots, sugars and creams, miniature tea sets, etc. Of the colors the rich corn yellow, old blue and mulberry are favorites, while the green and old rose (a new tint in this ware) are close seconds in popularity.

DINNERWARE FOR IMMEDIATE DELIVERY.

Herman C. Kupper has lately received good shipments of Ahrenfeldt china, and his assortment of open stock dinnerware is in such an excellent condition that he can ship any of the patterns at once. Good news for those who carry this popular make of French china.

NEW SAMPLES IN "GOUDA" WARE.

A new collection of samples in "Gouda" ware has just arrived from the factory in Holland and is on display at the salesroom of E. Torlotting. This ware has been steadily growing in favor, and in the latest assortment of samples will be found many new items that add considerably to the attractiveness and salability of the line. For those who are not familiar with the ware, possibly the best description that can be given is that in the artful application of the designs and combination of colorings it somewhat resembles cloisonne. Among the new things is a tea set consisting of tea pot, sugar and cream, and a little cylinder-shaped stand to match on which to make the tea. The top is perforated to allow the heat to go through, while an opening permits the alchol burner to be slipped in and out. There are flower centers in various sizes, bowls and comports in quaint shapes, candlesticks in unusual styles, vases, tobacco jars, match safes, and a number of other items.



RESULT OF GOOD MANAGEMENT.

THE china and glassware department in the establishment of L. M. Blumstein, 150th street and Third avenue, has grown to such an extent under the management of Thos. F. Martin, who has been with the concern for the past year, that it has been necessary to greatly enlarge the department, and it is now in the hands of workmen making the necessary alterations. When completed it will be one-half as large again as it is at present.

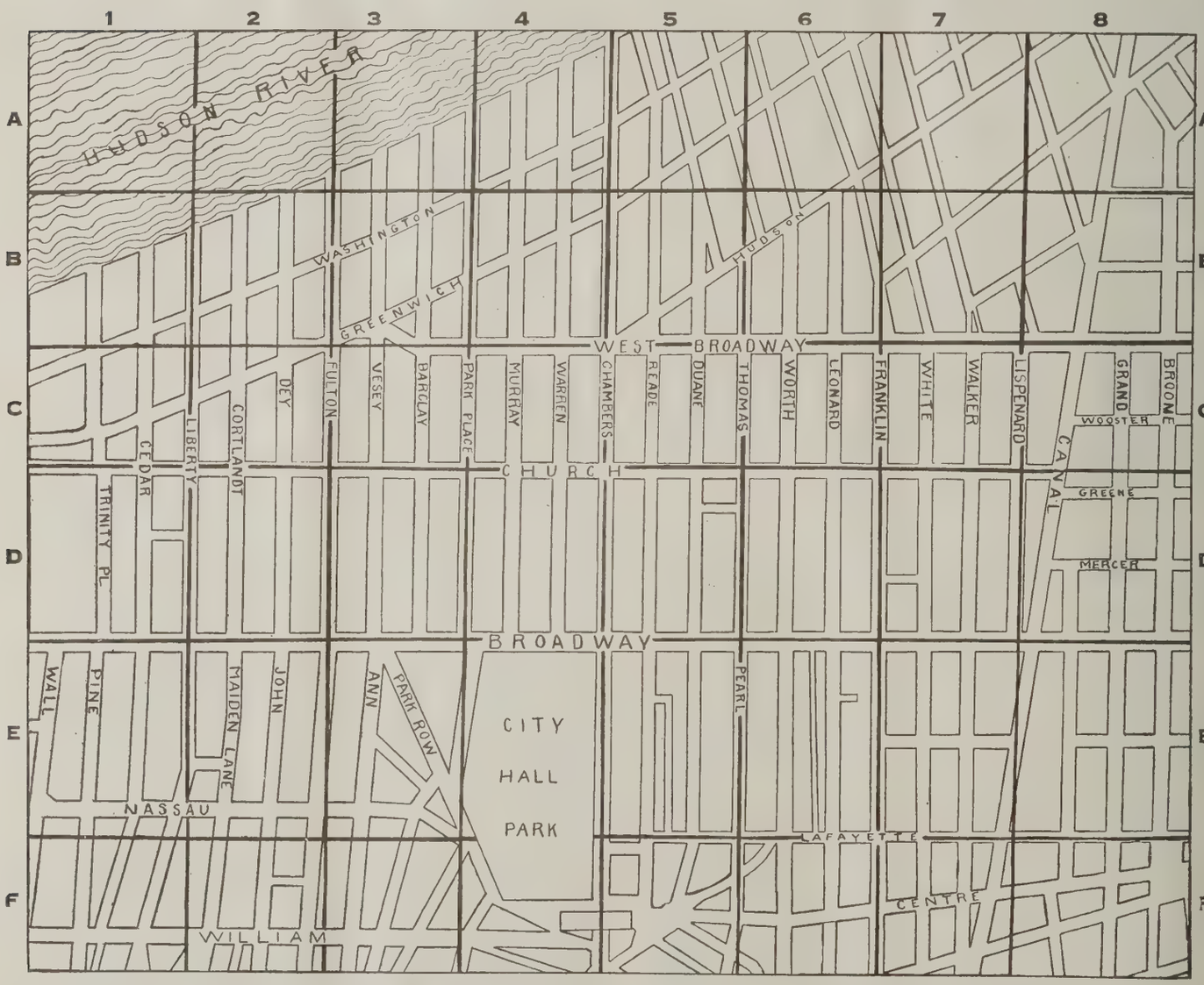
SPENDING UNWISELY.

THE "hail-fellow, well met," is a popular dog around some clubs and sporty places, but he is something of a cur around the business houses and banks.

Young men just starting cannot command large salaries. Often they become so chuck full of themselves that they want to make an instant impression—not the impression of stability, however. They believe that it is time for an enjoyment of worldly liberties. If they are invited to attend social attractions which cost more than they can afford, they lack the strength of character to deny themselves. Weakness is the inclined plane leading to wickedness, loss of manhood, loss of hope, and to utter ruin. Fast and high living leads to questionable practices. Every week we come in contact with men who have lost their character because they were not willing to practice self-denial for a short time.

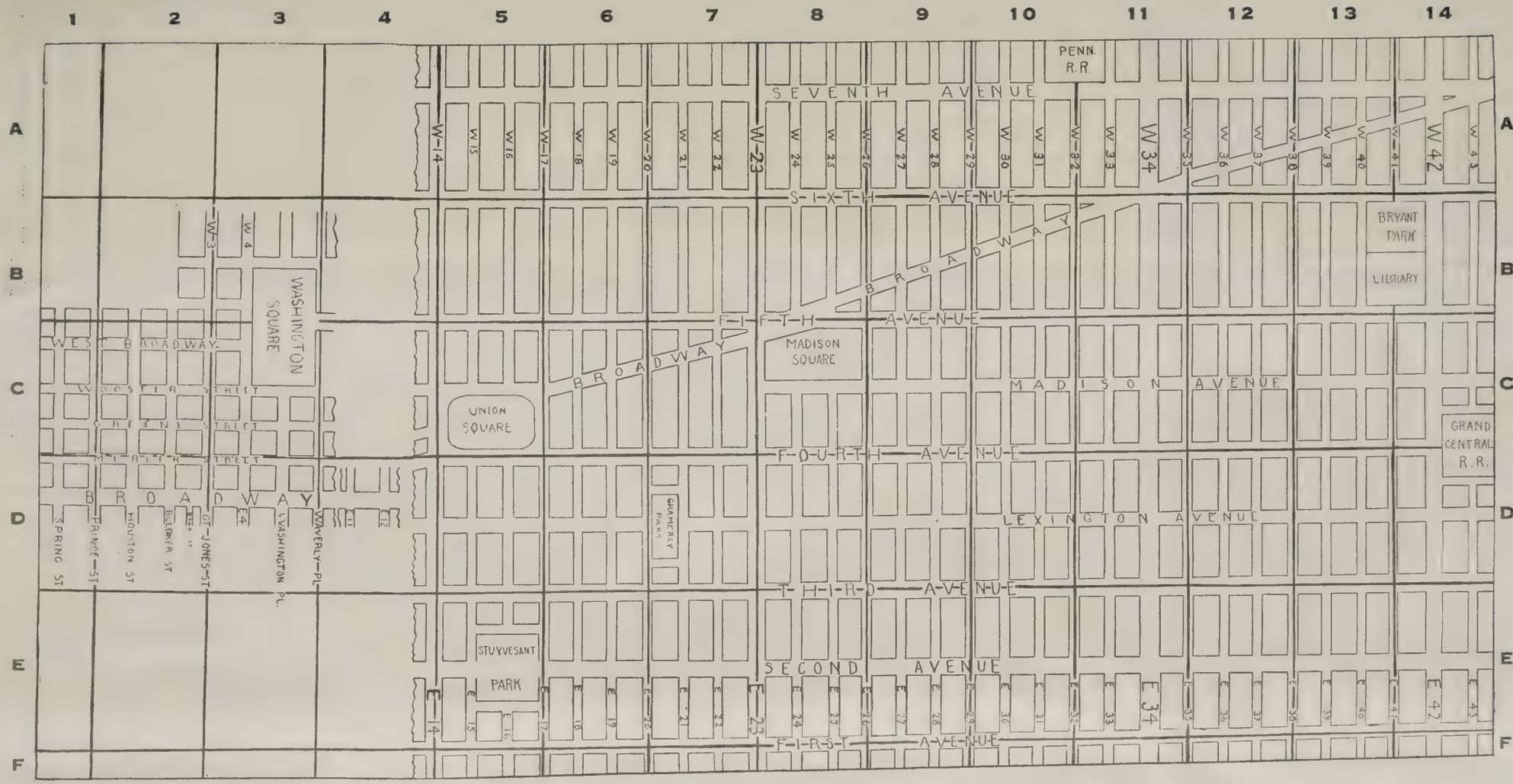
The man who spends unwisely can never be independent. People worth while respect thrift. The young beginner will make the greatest progress by showing to his employer that he has the ability to look after his own interests.

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Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons. 53-55 W 21st..... .....B 7

Pairpoint Corporation, 43-47 W 23d..... ....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d C-14
Pitcairn, W. S., 104 Fifth ave. B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co.: 45 East 20th St.....D-7

TRADE OPENINGS IN SOUTH AMERICA AND CANADA.

270 Riverside Drive,
New York, Sept. 22.

Editor Crockery and Glass Journal.

I am anxious to connect with some manufacturers of glassware, enamel ware, porcelain and silver plate, and am informed that you are in touch with the best in the country.

May I ask you kindly to let me have the name and address of one of the best manufacturers of each of the foregoing lines? I require this information in order to make an offer to them to secure business for their lines in the Republic of Colombia, S. A.

Tomas Lopez.
Consul for Colombia.

A firm in Canada writes that it desires to receive names and addresses of American manufacturers and exporters of enamel and porcelain wares of all kinds, china and crockery. Answers should be sent to the Bureau of Commerce, Washington, D. C., giving file number 22368.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Stock clerk in cut glass department of wholesale house in New York. Applications should include references and expectations. Address A 994, this office.

SALESMEN wanted by a glass company for New York salesroom. Address A 996, this office.

WANTED—Salesman on commission basis to handle a well-established glassware line as a side line. None but hustler who can give references need apply. State territory covered. Address A 995, this office.

WANTED—Someone to handle Kayser's glassware, either on a commission basis or to buy outright, as a jobbing proposition. M. Kayser Art Co., 1227 Twentieth Street, Milwaukee, Wis.

BUSINESS OPPORTUNITIES.

MANUFACTURERS whose lines are worthy of attractive display and reliable service (commission basis) for St. Louis and Southwest territory. Address Sidney N. Scharff, 802-3-4-5 Victoria Building.

FOR SALE.

POTTERY FOR SALE.—A pottery situated in New Jersey, two kilns, biscuit and glost, and two decorating kilns. P.R.R. siding. A going concern making a line of fine specialties. Terms arranged to suit purchasers. Address S. M. P. B., this office.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address Ohio, this office.

CHINA, GLASS AND HOUSEFURNISHING GOODS STOCK FOR SALE.—Business established over twenty years, located in city of 100,000 in the Middle West. Stock about $21,000 and bought on a jobbing basis. Gross profits over $15,000 a year. Address China Store, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN.	"
The GOLDENA,	"
The SICILY.	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 21, 1916.

TO ENFORCE GERMAN CONTRACTS.

ON Monday morning the New York "World" carried on its front page a despatch from Berlin to the effect that German firms having running contracts with importing houses here covering a period of years to take a stated quantity of product yearly have served notice on the American firms that they intended to bring suits for the fulfillment of contracts. The correspondent goes on to say:

"One of the largest New York houses, importing annually more than $10,000,000 worth of toys, crockery, glassware and other non-contraband, which has exclusive contracts with numerous German manufacturers, faces a serious situation, and, I understand, has appealed direct to the President through Ambassador Gerard.

"The manufacturers, in letters to this firm, express regret at the necessity for a resort to the courts to compel the fulfillment of their contracts, but say the goods are made as ordered and delivered in Germany as contracted, that they have fulfilled the letter and spirit of their contract, and if the American Government does not protect the rights of American importers against British violation it cannot be expected that German manufacturers will ignore their clear rights and pocket the heavy loss for that reason.

"Legally the case would be so clear that the courts would be certain to give judgment against the American firm; hence the appeal to President Wilson for relief. This particular New York house has thousands of cases lying on the other side which the British refuse to allow being shipped to America."

This despatch was shown to George Semler, president of Geo. Borgfeldt & Co. He said that it undoubtedly referred to his house. George Kolb, vice-president, now in Europe, had notified Ambassador Gerard of the situation, and Mr. Gerard had laid the matter before President Wilson. Mr. Semler said that his firm had contracts with a number of manufacturers to take their entire output, and because of these contracts the manufacturers had no other customers. Owing to the action of the British Order in Council, Geo. Borgfeldt & Co. could not take the goods, and if sued would surely lose. The firm owns all its business property in Germany, and when judgment was entered against it the Germans would levy on this property. It behooved the American government to protect them. The house of Geo. Borgfeldt & Co. is an American concern, founded in New York in 1881 and incorporated under the laws of the State of New Jersey on January 1, 1893. They feel certain that the American government will protect them from loss.

Other German importers who were seen said the despatch could not have any reference to them. Whatever goods they had ordered would be paid for according to contract, no matter when they received them. They said they had no understanding with factories to take entire output. Consequently they stood in a different light from any who had such an arrangement. In such a case as referred to in the despatch it would seem as if the factories had a good cause for action.

All the importers interviewed were of the opinion that the United States government was lax in its enforcement of the rights of American citizens, and thought some action shonld be taken whereby neutral goods should be allowed to come forward.

The censorship of the mails was another grievance.

In some instances months passed without correspondence with their agents abroad. Even cables and wireless messages were held up as a part of the English embargo on any and all business transactions with Germany.

L. STRAUS & SONS WIN AGAIN.

ACCORDING to a decision recently handed down by the Board of U. S. General Appraisers, the invoiced values of over forty shipments of Limoges China imported by L. Straus & Sons during 1913, 1914 and 1915 were fully sustained. These cases were on the Board's calendar for a long time, but hearings were for one reason or another postponed from month to month. At last, during May and June of this year, three full days were set aside by the Board for these trials, many witnesses were called by both sides and hundreds of pages of testimony taken. The result of all is a complete victory for L. Straus & Sons, and adding to this Judge Hough's decision in favor of the firm in the suits brought by the Government in the U. S. Court of this District (fully reported in our issue of June 29), the Straus firm must be gratified of having the correctness and uprightedness in their actions regarding their Limoges importations approved of by two courts of different and distinct jurisdictions.

RETAIL DRY GOODS MEN MEET.

MERCHANDISING in department stores, large and small, was discussed at a meeting held September 19 and 20 at the Hotel Astor by the National Retail Dry Goods Association. About 200 were present from most of the important cities of the country. Among the speakers and their topics were: Mrs. Lucinda W. Prince, Educational Director of the National Retail Dry Goods Association—"Advantage of Co-operation Between Merchandise Manager and Educational Director from Educational Director's Standpoint"; F. W. Coombs, merchandise manager of the Jordan-Marsh Co., Boston—"Branded Merchandise and Reducing of Terms"; Simon James Schwartz, of the Maison Blanche Co., New Orleans—"The Ideal Buyer"; John R. Simpson, merchandise manager of William Filene's Sons' Co., Boston—"The Importance of the Stockturn Factor in Modern Merchandising"; S. H. Ditchett, Editor of the "Dry Goods Economist,"—"Market Conditions"; Lew Hahn, of "Women's Wear"—"The Importance of Relations Between Buyer and Seller"; Henry Greenblatt, merchandise manager of Ed. Schuster & Co., Milwaukee—"From Maker to Consumer"; W. W. Everett, manager for Wooward & Lothrop, Washington, D. C.—"The Change in Merchandising Methods of the Past Decade."

THE CONDITION OF BUSINESS.

New York

Wholesale trade has been rather quiet this week. Out-of-town buyers are not over-abundant, and the city retail trade does not seem to be buying much. Mail orders are about as usual—numerous, but for small amounts.

The men on the road are having very good success. They find no trouble in selling goods. Their only difficulty is in pacifying customers concerning orders previously placed.

It is a subject of remark that buyers do not appreciate conditions. The public prints are full of notices of the shortage of labor and the difficulty of producing goods; and yet letters—sometimes couched in rather arbitrary terms—are being continually received complaining that wares ordered long ago have not been delivered. It is getting tiresome to repeat the reasons why shipments are not made as promptly as desired. The retail trade ought to know that they are getting the best service possible. With importations fifty per cent below normal; with the potters producing at the present moment fifty per cent less than usual, and the glass men about twenty per cent less, how is it possible that prompt deliveries can be made?

The domestic potters are still getting good business—or, rather, good business is offered them. It is taken with the proviso that it will be delivered when possible; but no time is set. Many orders for large lots for immediate delivery are absolutely declined, and export business in some instances is not considered at all. At this writing labor conditions are in a very chaotic state, with no prospect of immediate settlement.

A little more business has been offered the glass men during the past week; but, while the orders are booked, there is no promise of deliveries. Lighting glassware seems to be extremely active.

The demand for metal lamps does not seem to be up to the mark, although makers of high grade goods have been getting more orders in the last few days.

Dolls and toys are in active request, with short supplies. The Japanese houses that handle dolls are booking considerable business, but it does not seem possible that they will be able to deliver in time for the fall trade.

The outlook for the future still looks promising, so far as orders are concerned; but the chances of buyers

obtaining their goods are not improving, and unless conditions abroad change very materially production will decrease rather than increase. The settlement of the labor troubles in the potteries at home would mean a lot for the fall trade. The glass men cannot produce much more than they are doing, owing to a shortage of men.

Retail trade still feels the effect of the epidemic and the car strike. The cool weather has stimulated buying where would-be purchasers are within easy distance of the shopping districts, but the volume of trade has been materially lessened in the last three weeks. While retail trade in the nearby districts has suffered some on account of conditions, the falling off has not been as great as in New York. From interior points the general report is to the effect that business is good. The demand is greater than the supply, and in spite of high prices people are willing to buy crockery and glass.

East Liverpool and Vicinity

General business with the manufacturing potters continues good, so far as the receipt of orders is concerned, but production is declining steadily on account of the continued strike of the sagger makers. Buyers are anxious for their goods, but the manufacturers are unable to ship in heavy volume on account of labor conditions, and at present no improvement is in sight. The production in this district is placed by a number of manufacturers at from fifty to sixty per cent of capacity.

Pittsburgh and Vicinity

A general improvement in the volume of new business with glass manufacturers is reported, and many factories are crowded with orders. This is especially true of those devoted to lighting glass and blown ware. General lines are in demand, but the department store buyers are looking more particularly for special shapes and new odd pieces. Ornamental items are in very good request, both for immediate and future shipment. Staple lines are also being called for in liberal volume. Etched and light cut tumblers are in good demand.

CHINA FROM CHINA AND JAPAN.

IN 1914 our imports of china and earthenware from the Celestial Empire amounted to $53,239, and art porcelain to $19,286—a total of $72,525. In 1915 they were $48,331 and $68,380—a total of $116,711. The total exports to all countries in 1914 were $1,296,713 and in 1915 $1,552,302, while her imports of china and earthenware were $698,721 in 1914 and $447,110 in 1915. Compared with our imports from Japan, the amount received here from China was small, as Japan sent us in 1914 $1,350,017 and in 1915 $1,364,596. Infa t, 'apan sent to this country more china than she exported to all the world in 1914, and almost as much in 1915.

BOSTON BUSINESS NOTES.

AMONG the buyers in town were F. H. Lougee, of Lougee, Robinson Co., Laconia, N. H.; George H. Williston, Fall River; E. H. Gilligan, Gilligan Tea Co., New Bedford; Harmon Davis, Rockland, Me.; M. P. Alkon, Portsmouth, N. H.; James W. Mann, B. B. Fowler Co., Glenn's Falls, N. Y.; H. L. Coburn, Barrick's, Manchester, N. H.

Mr. Guard, of William Croft & Sons, Ltd., Toronto, who was here placing orders, said that his concern was becoming more and more dependent upon American-made goods and was very well satisfied with them.

George W. Alden, formerly proprietor of the largest china and glass store in Brockton, came here this week and renewed many pleasant friendships in the trade.

The Chamber of Commerce is fighting the proposal of the New England railroads to advance the proportional and re-shipping rates between Boston and New York from an 18-cent first-class scale, including transfer at New York, to a 35-cent scale exclusive of such transfer. It is claimed that the scheme for changing rates would be decidedly prejudicial against New England business men.

Jerome Jones, honorary chairman of the Chamber of Commerce committee on maritime affairs, has been made one of the honorary members of the special committee for the celebration of the 200th anniversary of Boston Light.

George W. Beals is in Portland and will visit other Maine cities during the remainder of the week. Miss Hilda McKinnon, who is employed in his office, is to leave on Saturday for a three weeks' vacation on Prince Edward Island. During her absence Miss May Keegan, formerly in The Tajimi Co.'s sample rooms, will take her place.

G. William Sell, of the Krantz & Sell Co., Honesdale, Pa., was paying a visit this week to his local representative, William R. Claflin.

J. J. Hines, of New York, is showing his lines at the Parker House.

"Tom" McCormick, who has been confined to his home for several weeks by illness, is able to be about again and is "looking fine." It was with pleasure that

he was greeted again in the crockery district, where he is a great favorite.

Two Lewiston men were here this week placing orders, and both reported good business in their section —Joseph Royer and E. L. Goss, of A. F. & E. F. Goss.

I. W. Steimer, traveling man for the New England sample rooms of the United States Glass Co., has returned from the Pittsburgh factories and says that they are rushing on innumerable orders.

A. H. Racicot, of Webster, paid his friends here a visit a few days ago.

E. E. Gobie, of Gobie & Johnson, proprietors of the Brattleboro (Vt.) China Store, was here, accompanied by A. E. Roberts, former owner of the business.

Walter Burrows, of Burrows & Sanborn, Lynn, which has just been incorporated with $100,000 capital, was a visitor.

L. W. Woodward, buyer for Charles Hall, Inc., and F. L. Sturtevant, buyer for Forbes & Wallace, both of Springfield, have been in town.

J. Meredith Miller, of Maddock & Miller, and "Tom" Hamilton, representing E. B. Dickinson, New York, are at Young's with their lines.

Julius Baer, of Louis Wolf & Co. arrived here this week, and expects to spend several weeks here.

F. W. Woolworth Co. opened its new double store in Medford Square the other day, first with a reception, when people were permitted in the store only for inspection, and then with a business opening at which there was such a rush all day and evening that the crowd overflowed into the square part of the time.

ANOTHER SLAP AT GLASS.

OFFICIALS of the State Dairy and Food Department are framing legislation requiring that all milk dealers in Pennsylvania use the sanitary, non-refillable milk bottles made of paper instead of the glass bottles now in common use.

Some of the milk dealers favor the proposed legislation, although the larger ones contend that the paper bottles are not cheap enough to justify their use. The superintendent of one large dairy said that no manufacturer was able to make and sell such sanitary bottles as would be needed at much less than a cent each, while the glass bottles, which cost the dealers about four cents, make on the average seventeen trips. If the paper containers were used the dealers would have to install new machinery for filling and capping them.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 19, 1916.

LIVERPOOL

13	packages	earthenware.....Guaranty Trust Co
20	"	" .....T Meadows & C o
8	"	" .....G F Bassett & Co
36	"	" .....Maddock & Miller
19	"	" .....J Davison
77	"	" .....W S Pitcairn
47	"	" .....E Boote
4	"	" .....Meyer, Sniffin & Co
5	"	" ..... Davis Collamore & Co
3	"	" .....Alpers & Mott
2	"	" .....Rich & Fisher
6	"	" .....W H Plummer & Co
1	"	glassware.....Davis Collamore & Co
2	"	" .....Rowland & Marsellus
5	"	" .....G Collamore & Co
2	"	" .....L Straus & Sons
12	"	chinaware.....Meakin & Ridgway
10	"	" .....T S Todd & Co
4	"	" .....Lazarus & Rosenfeld
9	"	toys.....S Buckley & Co
3	"	" ..... Sutherland Int Dispatch Co

LONDON

5	packages	toys.....Geo Borgfeldt & Co
30	"	" .....Lunham & Moore
44	"	" .....J Wanamaker
1	"	" .....Miscellaneous Orders

BRISTOL

864	packages	china clay.....Hammill & Gillespie
1	"	" .....G Knowles & Son
4	"	" .....Moore & Munger

HAVRE

25	packages	toys.....Geo Borgfeldt & Co

BORDEAUX

6	packages	chinaware.....V Genez
1	"	" .....Oriental Navigation Co
4	"	" .....American Shipping Co
11	"	" .....J B Vandegrift & Co
5	"	" .....Davis Collamore & Co
3	"	" .....A Murphy & Co
19	"	" .....Sonnehill & Co
1	"	earthenware.....W & J Sloane
3	"	" .....J Wanamaker
2	"	glassware.....A Hirsch

ROTTERDAM

25	packages	chinaware.....L Straus & Sons
10	"	" .....E Torlotting
3	"	" .....M Field & Co
22	"	" .....K Hutter
4	"	glassware.....P Freeman Bros
223	"	" .....Graham & Zenger
21	"	" .....Frank & Co

COPENHAGEN

13	packages	chinaware.....Royal Copenhagen Porcelain Co
28	"	" .....Overton & Co

GENOA

1	package	chinaware.....M Caruso
7	"	earthenware.....Della Robbia

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Never before has the demand for glassworkers been so great as now. In every branch of the glass business more skilled labor could be employed if it were possible to secure it. At times manufacturers are at their wit's end to obtain production sufficient to meet the demand.

The staff correspondent of the Pittsburgh "Dispatch," writing from El Paso, Texas, had the following to say a few days ago: "Capt. Gerald S. Bryce, supply officer, who hails from Mt. Pleasant, is the busiest man in the regiment. This burden of equipping, clothing and feeding the regiment is a man's-size job, and the excellent condition of the Tenth Pennsylvania Infantry in this respect is a tribute to Capt. Bryce's executive efficiency." Capt. Bryce is well known to the trade, being identified with the Bryce Bros. Co., Mt. Pleasant, Pa.

H. M. Kelly, who has been associated with the United States Glass Co. since its organization, occupying various positions, more recently that of sales manager of the Gas City factory, and who resigned July 1, has entered the manufacturers' agency business at St. Louis, taking on the lines of the Monongah Glass Co. Mr. Kelly at one time represented the United States Glass Co. in St. Louis.

Mr. Eichorn, buyer for the Victor Jar Co., Detroit, was in the district a few days ago placing orders. Another buyer here was Mr. Newberry, of the Woolworth New York office.

A. R. Lazure, superintendent of the Gas City plant of the United States Glass Co., with H. M. Phillips, sales manager, have returned home after spending several days at headquarters.

Charles E. Voitle, formerly manager of the Jeannette, Pa. plant, of the Pittsburgh Lamp, Brass and Glass Co., and who was recently elected assistant secretary of the Glass Association to assist John Kunzler, assumed his new duties last week. Before he left the employees of the factory presented him with a gold watch and Masonic fob. Edward Bauer made the presentation speech, in which he voiced the high esteem in which Mr. Voitle was held.

Notice of a modification of the law regarding paper drinking cups by the State Board of Health of Maryland has been sent to the glass manufacturers in this district. It is also reported that the Ohio law relating to soda fountain drinking utensils has been modified. While the Ohio law was not nearly as stringent as that promulgated in Maryland, it was a blow at the industry. Officials of the glass workers' unions throughout the country have opposed these new laws right from the start, working hand in glove with the manufacturers.

Deliveries of lighting glassware are reported to be unusually slow, the factories being so crowded with business that it is impossible to keep up with new orders. Fixture assemblers are complaining, but the manufacturers are powerless to improve conditions.

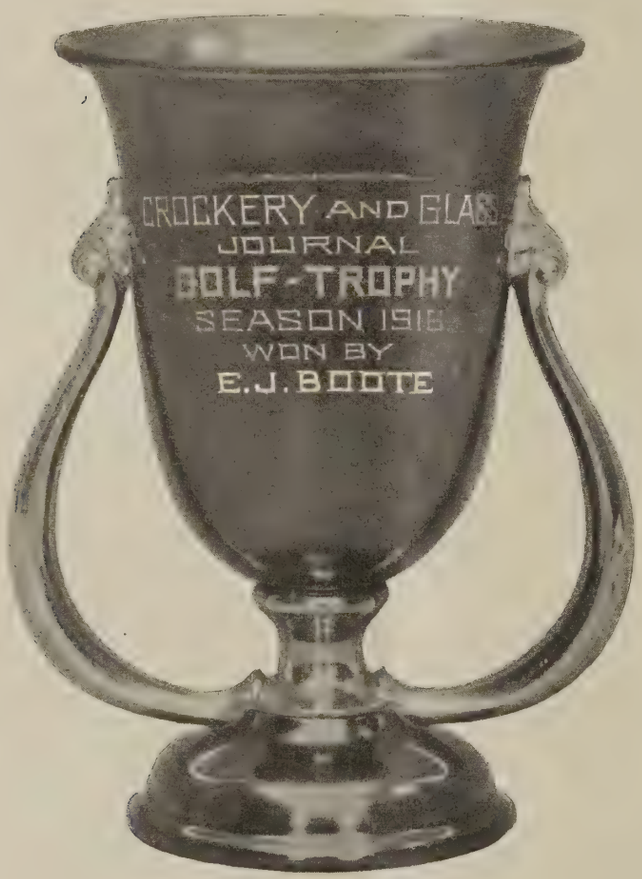
Many minor improvements and repairs to furnaces at the plant of the McKee Glass Co., at Jeannette, Pa., have just been completed. Patent fronts are being installed on all lehrs, and all iron buildings have been repainted. J. W. Trenck & Son, Indianapolis, and the Pearce-Crutcher Co., St. Paul, have been appointed factory representative in their respective districts.

The price of natural gas has been advanced by the Ohio Fuel Supply Co. to 17½ cents per thousand feet for all over 1,000,000 cubic feet, with one per cent off if paid within ten days after falling due.

The most of the small help in the glass factories of Bridgeton, N. J., who went on strike have gone back to work without receiving the advance demanded. The boys were making from $1.25 to $1.50 per day when the strike was declared. They demanded $1.75 to $2 per day. The manufacturers refused to pay the advance demanded, and most of the boys returned to their places in the shops.

E. J. BOOTE WINS "CROCKERY AND GLASS JOURNAL" TROPHY.

LAST Thursday, the occasion of the fourth game of the season's series of tournaments being played by the Salesmen's Golf Association, would have been altogether enjoyable without the added interest of three prizes to be contested for. The picturesque grounds of the Canoe Brook Country Club at Summit, N. J., are always a delight, to say nothing of the interesting golf course, which possesses such a choice and diversified variety of bunkers, sand pits, etc., as to wrinkle the brow of the most placid player, and at times prove tantalizing enough to call forth expressions not to be found in a Sunday School book.



Fifteen players were on hand, most of them motoring to the club and arriving bright and early. All were on the links before ten o'clock.

A foursome composed of L. S. Hinman, H. P. Muirheid, F. H. La Pierre and E. J. Boote got away first and was followed by a threesome comprising W. A. Lathrop, C. A. Dodson and T. Smallwood; then a foursome, made up of Gilbert Pitcairn, J. D. Dithridge, L. S. Owen and E. H. Peck, the two latter starting from the tenth hole owing to the crowded condition of the course. Horace C. Gray, Arthur A. Bean, E. F. Anderson and J. F. O'Gorman composed the last foursome.

E. J. Boote won the CROCKERY AND GLASS JOURNAL Trophy for the best net score with 167 for the thirty-six holes. E. H. Peck, the winner of the championship medal offered by the "Pottery, Glass and Brass Salesman" for the low gross score, had 182 for the thirty six holes, and was a close second for the low net score as well with 168, while Mr. Boote also only missed the prize for low gross by the narrow margin of one.

The cup offered by the Association for the selected score for the best eighteen holes was taken by L. S. Owen with a net score of 76.

MORNING ROUND.

	out	in	gross	hdcp	net
Smallwood, T.	51	54	105	15	90
Lathrop, W. A.	48	53	101	15	86
Dodson, C. A.	62	57	119	7	112
Pitcairn, G.	46	45	91	7	84
Dithridge, J. D.	49	46	95	7	88
Owen, L. S.	45	46	91	7	84
Peck, E. H.	47	47	94	7	87
Gray, H. C.	62	54	116	25	91
Bean, A. A	47	47	94	5	89
Anderson, E. F.	63	56	119	30	89
O'Gorman, J. F.	61	61	122	30	92
Muirheid, H. P.	45	46	91	5	86
Hinman, L. S.	46	50	96	10	86
LaPierre, F. H.	47	46	93	7	86
Boote, E. J.	43	43	86	8	78

AFTERNOON ROUND.

	out	in	gross	hdcp	net
Smallwood, T.	53	53	106	15	91
Lathrop, W. A.		48			
Dodson, C. A.	49	55	104	7	97
Pitcairn, G.	47	51	98	7	91
Dithridge, J. D.	44	50	94	7	87
Owen, L. S.	47	49	96	7	89
Peck, E. H.	43	45	88	7	81
Gray, H. C.	54	56	110	25	85
Bean, A. A.	50	44	94	5	89
Anderson, E. F.	60	55	115	30	85
O'Gorman, J. F.	61	61	122	30	92
Muirheid, H. P.	50	49	99	5	94
Hinman, L. S.	50	52	102	10	92
LaPierre, F. H.	47	45	92	7	85
Boote, E. J.	48	49	97	8	89

E. F. Anderson, Horace C. Gray and J. F. O'Gorman were on unusually close terms with the bunkers and pits throughout the day—in fact, quite chummy.

RECENT CUSTOMS DECISIONS.

IT has been decided that the provision in the present law for "artificial flowers" does not include such articles when made of glass. The Collector at Galveston thought it did, and exacted 60 per cent duty. Butler Bros., importers, claimed that duty should have been assessed either at 30 per cent as manufactures of glass, or at 45 per cent, as "glass articles of every description composed wholly or in chief value of glass, blown." Judge McClelland in his decision for the board upheld the contention for the 45 per cent duty.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

It was announced in this column a fortnight ago that the United States Potters' Association would bring suit against the National Brotherhood of Operative Potters for damages growing out of the strike of the sagger makers. The initial petition in this action is expected to be filed very shortly. The Association is through with further conferences and its members are standing as a unit in the matter. The amount of damages to be sought has not been announced officially, but that it will be for a large sum there seems to be no question. Loss of time, depreciation in business, loss of orders on account of not being able to make shipments, and violation of contracts, will be among the points upon which the action is to be based. The Brotherhood is said to have over $500,000 in its "strong box" and is also a property owner. The manufacturers have counted the cost, and at a general meeting of the Potters' Association here last Friday night the plan of attack was thoroughly discussed.

* *

The shortage of teas and plates in this district is more marked than ever. Manufacturers cannot begin to produce sufficient for their requirements.

*

F. M. Albright, formerly general manager of the Albright China Co., Carrollton, O., has removed to Cleveland, where he will enter another line of business.

* *

Samuel Morley, for some time general manager of the Tritt China Co., Niles, O., has resigned, and will go to Erwin, Tenn., to assume the management of the pottery being erected there by Edward J. Owen, and which is expected to be ready for operation before the year end.

* *

W. H. Hart, formerly manager of credits for the Albright China Co., Carrollton, O., has resigned.

* *

Vitreous china potteries are being offered heavy steamship business these days. The bulk of the orders are for coin gold treatments, including monogram work. These manufacturers say that the volume of American china now being sold to steamship companies is the largest in the history of the industry.

* *

Among the buyers in the district during the past few days were W. F. Newbury, with Woolworth's, New York; Mr. Trenck, of John W. Trenck & Son, Indianapolis; and the Star Glass and Supply Co., Fostoria, O. The latter company succeeded in getting some special hotel lines for immediate shipment.

* *

Mr. Braisted, of the manufacturers' agency firm of Davis & Braisted Co., Minneapolis, spent a brief season here arranging with manufacturers for deliveries.

* *

The orders which the pottery manufacturers are receiving are coming from all sections, and in liberal volume. The only cloud in the sky here now is that caused by the strike of the sagaer makers—and it is proving a mighty dark one. Just when the trade is in urgent need of merchandise, and work in all potteries plentiful at the best of wages, a handful of workers threaten to tie up the entire industry.

* *

Because of the heavy demand for vitreous china ware the Shenango Pottery has just completed the erection of two new kilns in its plant at New Castle.

* *

R. E. Spencer, the local commercial pottery photographer, has gone into the "movie" business by purchasing the controlling interest in the Ft. Pitt Film Corporation at Pittsburgh.

* *

The exterior of the Potters' Co-Operative plant has been painted, the business office has been rearranged, and improvements have been made to the sample room. As a result, a new spirit seems to permeate the establishment.

* *

J. P. Curry, salesman for the West End Pottery Co., whose home is at Jeannette, Pa., is spending the

balance of the year at the factory. John Paul, another of the sales force, is also now engaged at the factory.

Sebring, O. Two additional decorating kilns have just been completed at the plant of the French China Co., at this place. Larger space is also being provided for the decorating department, and the number of employees will be increased.

* *

Col. W. A. Rhodes, well known from his association with various plants as salesman, is now in charge of the stocks at the Limoges China Co.

* *

Oliver H. Sebring, of the French China Co., and Mrs. Sebring, together with W. I. Gahris, of the Limoges China Co., and Mrs. Gahris, have returned from an automobile trip to Atlantic City and other Eastern points, including a trip into the White Mountains.

IDEAL UPTOWN LOCATION.

ANY concern contemplating moving uptown will do well to look at the new "Albermarle Building"—an ideal location from every standpoint. It is right in the center of the china and glassware district, facing Madison Square, corner Broadway and Twenty-fourth street, with perfect transit facilities from any part of the city. The building is the last word in modern construction and will make a convenient and an altogether desirable business home for the firm occupying salesrooms in it. The advertisement appearing on another page will give complete details. It is understood that several prominent concerns in the trade are now negotiating with the agents, M. & L. Hess, for space in the building.

WINNERS IN TICKET-SELLING CONTEST.

MUCH to the gratification of the Outing Committee of the Pottery, Glass and Brass Salesmen's Association at its meeting held last Tuesday in the office of the Secretary for the purpose of making up accounts, it was found that a balance of $25.18 stood in favor of the Association after all bills contracted for the affair were settled. John Nixon and E. W. Hammond, chairman and vice-chairman respectively, together with the rest of the General Committee, who worked hard to make the outing a success, are to be congratulated.

There were 156 tickets sold in the contest among the members of the committee, and prizes were awarded for the first, second and third largest numbers sold by an individual. Howard R. Handy, with twenty-four tickets to his credit, took first prize, a cocktail set offered by J. Duncan Dithridge; F. Calvin Demarest was a close second with twenty-two, the prize being a coffee set given by Maddock & Miller; while John Nixon came third with eleven, getting a vase offered by C. Dorflinger & Sons.

The full list follows:

Howard R. Handy	24	A. A. Bean	5
F. Calvin Demarest	22	Wm. Doctor	5
John Nixon	11	J. Meredith Miller	4
Thos. G. Jones	10	J. Duncan Dithridge	4
Nicholas Goetz	10	W. W. Magee	4
Justin Tharaud	9	D. King Irwin	3
Fred C. Brey	7	Horace C. Gray	3
Lee Schoenthal	7	Chas. Baum	1
Wm. S. Pitcairn	7	J. V. Storck	1
Edward F. Anderson	6	L. Fritz	1
J. Rosenfeld	6		
Jos. F. O'Gorman	6		156

POINTERS FOR BUYERS.

SPECIALTIES FOR THE HOLIDAY TRADE.

The Lancaster Glass Co.'s designers surely have an abundant supply of strikingly clever ideas—their assortment of glass novelties being concededly one of the best lines of this character to be found. They are constantly making additions to their animal and bird family. The latest to be added to the display at the salesroom of Frederick Skelton, the New York representative, is a turkey, also a parrot in a brass swing, both done in bright colors. Another specialty is a slipper shown in several colors. The Lancaster novelties were an instant success when first introduced, and their popularity has grown steadily since. Every dealer should see to it that he gets in an ample stock for the holiday season. Prompt shipments are being made by the factory, but early buying is advised, as orders are piling up fast.

TWO REMARKABLE DINNERWARE PATTERNS.

A visit to the New York market that does not include the Maddock & Miller showroom would be far from complete, for the line of John Maddock & Sons' open stock dinnerware and hotel ware is something that the buyer interested in the advancement of his department cannot afford to miss. So entirely unusual are the designs included in their latest importations that they may be classed as real eye-openers when it comes to originality. The designs themselves and the harmonious color treatments of the "Pagoda" and the "Yum Yum" are beyond criticism, and it is safe to predict that they will prove a huge success. A marked feature of the Maddock & Miller way of doing business is the perfect service maintained at all times in their open stock department. The European war seems to have

had no effect upon the factory's production, regular shipments keeping the New York warerooms prepared at all times to supply every demand made upon them for immediate deliveries.

BEAUTIFUL PARIAN STATUARY.

A new departure with the Gustafsberg factory, Sweden, that is proving an attraction at the salesroom of J. H. Venon, the American representative, is a line of marvelously-executed parian statuary, showing a careful selection of groups and single figures, including copies of famous classical and modern subjects. Nothing finer could be imagined than the modeling of the ware, which has every appearance of being hand-carved, although really only the fine detail work is so finished. Mr. Venon has provided a very tastefully-arranged display of the line in the green and white room, directly to the right of the main entrance. It is more like a museum of art than a commercial sales-room.

THE LATEST NOVELTY—CUT GLASS SPOONS.

Scarcely a week passes that does not see the Hirsch-Malgood Co., known as "The Spoon House of America," bringing out something new. Every kind of a spoon imaginable, formerly only obtainable in imported goods, is now to be found in their display, and in many cases they are improvements on the imported lines. Their newest achievements are plain crystal spoons adorned with dainty light cuttings. One pretty design has a flower and leaf on the bowl, while a continuous leaf pattern encircles the stem. The same idea is carried out in the concern's line of cheese, pickle and butter picks, etc. The housekeeper will at once recognize the novelty of a cut glass spoon, and all that is necessary to make sales is for the dealer to show them.

DOMESTIC MARBLE BIRD FONTS.

An attractive item in domestic marble that should prove a good seller has just been placed on display at the salesroom of the Chas. P. Schuller Cut Glass and Lamp Co. It is a bird font fashioned after the carved marble articles imported from Italy. The font or bowl rests on a low pedestal and has birds perched in realistic positions on its edge. These are made so that they are removable. For table decorations and other ornamental purposes these bowls are very effective. They may be had in three sizes—six, seven and eight inches.

AN ARCTIC WINDOW.

A window display by the Royal Copenhagen Porcelain Works is attracting much attention on Fifth avenue. The background is white cloth ruffled to look like snow. On shelves are polar bears in various attitudes, and each upper corner holds a vase decorated with an arctic scene, while on the floor there are bears, great and small, seals and snow birds. These are all new goods, just landed.

OBITUARY.

MOE HESS, formerly buyer for Bloomingdale Bros., was buried on Friday of last week. He was fifty-four years old. Mr. Hess entered the Bloomingdale establishment when he was thirteen, working his way up until he became buyer of china, glass and housefurnishing goods. He left the firm a short time ago to enter another line of business. He was highly respected all throughout the trade.

Mrs. Elizabeth McConville, wife of Daniel O. McConville, china merchant, died at her home in Brooklyn, September 6, aged sixty.

John Jackson, long identified with the china and cut glass business, died last Friday of apoplexy at his home in Brooklyn. He was born in Staffordshire, England, eighty-six years ago, and for seventeen years was connected wiih Tiffany & Co.

Louis Klayf, buyer for Bloomingdale Bros., and Abe Klayf, with Koscherak Bros., suffered a severe loss in the death of their sister, who passed away suddenly on Wednesday morning.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 2, '16	Correspond-ing period 1915	Exports Jan. 1 to Sept. 2, '16	Correspond-ing period 1915
New York ...	265	116	8706	6626
Boston	50	57	3217	3448
Philadelphia .	16	25	444	1931
Baltimore	43	67	2347	5403
San Francisco	....	....	982	1314
New Orleans .	....	15	110	564
Portland, Me..	....	....	249	1006
Galveston ..	....	10	....	10
Newport News.	....	....	....	61
Portland, Ore..	....	....	17	140
Inland Points..	....	....	304	479
Total .	374	290	16376	20982

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 2, '16	Correspond-ing period 1915	Exports Jan. 1st to Sept. 2,'16	Correspond ing period 1915
Boston .	50	57	3475	3448
New York	265	116	8751	6626
Baltimore . ..	43	67	2505	5403
Philadelphia...	14	25	441	1943
New Orleans	....	15	118	564
Newport News.	....	....	....	61
San Francisco.	....	....	982	1344
Portland, Me..	....	....	484	1006
Galveston. ...	....	10	....	10
Portland, Ore..	....	....	17	140
Inland Points..	....	....	112	428
Total..	372	290	16885	20973

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

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Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 21, 1916.

WHAT IS "RESTRAINT OF TRADE"?

THE rules of the glassmakers' union will not permit its members to make more than a certain number of pieces in a "turn," although in many instances a shop could easily turn out a greater quantity. It is not at all uncommon for the workers to make three-quarters of the turn in much less time than the schedule calls for, and then loaf until nearly time to quit, finishing up exactly on the hour. Not only do the factory owners lose the product which would have accrued had their employees worked conscientiously, but they are put to the expense of wasted fuel. By these tactics the manufacturers are hindered, and it might be worth while to inquire if the union did not come under the Sherman Act regarding restraint of trade.

"CHERCHEZ LA FEMME!"

IT is announced from Paris that the arbiters of fashion will advocate vivid colors next spring, not only because a change is advisable, but because they hope the bright tints will help dissipate the gloom brought about by war conditions.

It is an incontestible fact that theprevailing fashionable color in dress is invariably reflected in the household furnishings. If the reigning shade is soft and delicate the women will select shadowy patterns on heir china; and if loud, vivid colors are worn it may be set down as certain that glaring colors on crockery will be demanded. Good taste will not be considered; neither will the incongruity of flashy decorations on a dinner plate be taken into account.

It will be well for the makers of decalcomania to keep their eyes on what the women are going to wear, and govern themselves accordingly.

PERSONAL.

UNDOUBTEDLY W. S. Pitcairn can be awarded the prize for making rapid European trips. He sailed for England on Saturday, September 2, and left Liverpool on the Baltic for New York on September 21. He had about ten days at the potteries. He is due here on Thursday of next week.

The many friends of Horace C. Gray will be glad to learn that he is rapidly getting back to his old self since being confined to his home for the past week after suffering from a fainting spell at his office last Friday, due to high blood pressure—a condition brought on by overwork. He expects to be back at his desk to-day.

Jas. J. Temple, American manager for L. Bernardaud & Co., has received word from Fernand Desmaison, who has been at the factory in Limoges for several months, that he will sail for New York on the 23d of this month. He is therefore due here about October 1.

Walter T. Wessels, with J. H. Venon, is booked to leave for Boston on Sunday night. He will tour New England after finishing in the Hub.

Donald Miller, who recently left on his initial trip for Maddock & Miller, was forced to discontinue his tour in Savannah, Ga., on account of illness, and arrived home Wednesday night to recuperate before continuing through the rest of his territory. Two Southern doctors had pronounced him suffering from pneumonia, but his family physician diagnosed the case as simply a severe cold and run-down condition, and stated that a few days' rest in bed would bring him around all right.

A. U. Reeves, buyer for A. Stowell & Co., Boston, was in town this week for a few days.

Geo. H. Service, who travels for Kennard L. Wedgwood, arrived home last Friday after making a very promising preliminary fall trip. He is now getting samples ready to leave on Oct. 2 for a trip to the Coast which he expects will keep him away until Christmas.

His farthest journey in that direction hitherto has been Denver, and he is anticipating meeting his Far Western friends with a great deal of pleasure.

⚜

Percy N. Leyland, who recently arrived from England with a new assortment of samples in Spode Copeland ware, is displaying his line at Young's Hotel, Boston, this week. From there Mr. Leyland will make other points in New England before proceeding South and West on a trip that he expects to keep him occupied until the holidays.

⚜

Wm. R. Noe and his sons C. E. and Harold arrived home last week from their summer home at Boothbay Harbor, Me., where they have been enjoying themselves since the early part of June.

⚜

E. W. Munro, buyer for the Lion Dry Goods Co., Toledo, O., is registered at the Breslin. Mr. Lion succeeds John H. Hahn, who left to go with the Richard Briggs Co., Boston.

⚜

A. J. Tourangeau, with Morgan & Co., Montreal, Canada, is registered at the Manhattan. He will remain in the city all the week.

⚜

C. D. Fraunfelter, president of the Ohio Pottery Co., Zanesville, spent several days in the city this week taking up special matters with his local representative, E. W. Hammond.

⚜

J. Val Bergen, local manager for the J. D. Bergen Co., returned to New York on Monday after spending ten days at the factory at Meriden, Conn.

⚜

W. W. Davis, manager of the Wellington Glass Co., Cumberland, Md., is here this week consulting with his agents, the Horace C. Gray Co., and calling on some of the trade in company with Arnold Goldsoll, who sells the line for the Gray concern.

⚜

A. Fred Tepe, traveling representative for Hugh C. Edmiston, is getting samples ready preparatory to leaving on his regular fall trip.

⚜

Harry Malgood, of the Hirsch-Malgood Co., is showing the concern's line of glass spoons and novelties at the Palmer House, Chicago, this week. From there he will make various stops through the Middle West before returning to New York.

⚜

John C. Fisher, road representative for A. Gredelue, American agent for Baccarat glassware, left last Saturday for a long fall trip which will include Eastern, Southern and Western territory.

⚜

Y. Morai, head of Morimura Bros., arrived from Japan on Sunday morning. He says his country is enjoying a big business boom, remarking with a smile that they were not troubled with strikes in the Land of the Rising Sun.

⚜

C. H. Blumenauer, president of the Jefferson Glass Co., who was a visitor at the salesroom of Frederick Skelton, the concern's New York agent, for several days last week, left for home on Friday.

⚜

C. C. Cullen, Knoxville, Tenn., came into town on Monday.

⚜

W. E. Nickel, head of the accounting department for the United States Glass Co., Pittsburgh, left for home on Thursday after spending a few days in the city on a trip that was a combination of business and pleasure.

⚜

H. Benedikt spent Tuesday and Wednesday in Philadelphia calling on the trade, and while there met John George and Jas. Shaw, of the Canonsburg Pottery Co., for a conference on business.

⚜

Kennard L. Wedgwood left last Friday to cover some of the principal points in the Middle West.

⚜

Axel C. Hanes, who travels in the interest of C. Dorflinger & Sons, returned last week from a trip through New England, and after spending a few days at headquarters in New York left on Monday for the Middle West.

⚜

Max Hirsch and Herman Kashins came back with some nice orders from Philadelphia, the former with the Buffalo Mfg. Co.'s line of metal ware specialties, and the latter with his line of cut glass.

THE SAGGER SITUATION.

A SPECIAL meeting of the United States Potters' Association was held at the William Penn Hotel, Pittsburgh, Tuesday last to discuss the present labor trouble. Immediately after the conference Charles F. Goodwin, secretary, issued this statement:

"We intend to force the strikers to fulfill the terms of our contract. The contract is binding, and we mean to fight this thing in the courts."

The manufacturers admit that they cannot operate

much longer without saggers. One or two plants in East Liverpool have about reached the end of their string, and it would be no surprise to hear of their suspending operations.

The Association will not treat with the saggermakers, who have been told many times that their demands should be presented through the usual channel of the National Brotherhood of Operative Potters. Should the manufacturers give in to the saggermakers there is nothing to stop other branches from violating their contracts and striking for changes in working conditions and wages.

BACK FROM THE ORIENT.

BACK from his pleasure trip to Japan and China, Geo. Semler, president of Geo. Borgfeldt & Co., arrived on Friday morning in splendid condition. He had a fine time, and was much interested in both countries. A great drawback, however, was the weather. He said the heat was terrific—much hotter than anything he ever experienced in New York.

On being asked if he could say anything about the pottery condition in Germany he replied that he had been gone so long that he was out of touch with details, but in looking over the correspondence from his partners in Europe it was evident that the factories would make up all the orders his house had sent out and that they could produce ten million dollars' worth if there were any way to ship the goods. When asked if he thought the potteries would make up goods on the chance of their being sold, he said, "Positively not! The German potters only make up on order, and consequently there will be no stock available for purchases." That, he said, ought to settle the foolish talk about dumping quantities of pottery, or any other kind of goods, on the American market at the close of the war.

Mr. Semler has taken on weight during his absence, and he remarked that he could lose ten pounds or more and feel all the better for it.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

F G Brost, l, and L J Wagner, t, J N Adam & Co, Buffalo. 18 West 35th.

H Lipman, c, Levy & Lipman, Kansas City.

James Sutherland, c, Canada.

F M Reiser, hf, Kline, Eppiheimer & Co, Reading. 334 Fourth ave.

N Sottile, c, g, Charleston, S C. Imperial.

R J Williams, hf, J D Williams & Bro, Scranton. St Denis.

W B Stanton, c, g, hf, Stewart & Co, Baltimore. 18 West 35th.

H R Harr, c, H P Chandlee's Sons Co, Baltimore. Collingwood.

S Neubrick, c, g, Crowley, Milner & Co, Detroit. 116 West 23d.

J W Waldorf, hf, c, g, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

W J Corcoran, c, Poole D G Co, Springfield, Mass. 315 Fifth ave.

D E Healy, c, g, Cohen Bros, Jacksonville. 225 Fifth ave.

B F Weldon, c, Sisson Bros & Weldon Co, Binghampton. 220 Fifth ave.

E McDonald, t, J V Farwell Co, Chicago. 72 Leonard.

A P Spingler, hf, Bush & Buhl, Fort Dodge, Ia. Albert.

A Coons, t, Bon Ton Dept Store, Lebanon, Pa. 72 Madison ave.

S Natkin, c, g, The Fair, Chicago. 225 Fourth ave.

BOHEMIAN GLASS FACTORIES WIPED OUT.

A CABLEGRAM announced on Wednesday that the great dam at Gablowz, Bohemia, had burst and swept down the valley, inundating the villages of Deszendorf, Tiefenbach, Tannwald, Schumburg, Haratz, and others, killing hundreds of people and wiping out about twenty-five glass factories. The plants destroyed manufactured prisms, cut glass salts and peppers and cut glass globes and shades. Only one factory made vases, and none manufactured tableware.

CUTS $1,131,223 MELON.

THE Owens Bottle Machine Co., of Toledo, O., has declared a cash dividend amounting to $1,131,223.25 to stockholders of record on September 22. The regular quarterly dividends of 1¾ per cent on preferred and 3 per cent on common were declared, and also an extra dividend of 8 per cent on common. Surplus after payment of the present dividend amounts to $2,599,835.05.

TOYS TO COST MORE.

TOYS are going to be expensive the coming season, and, worse yet, it may be impossible for the domestic manufacturers to complete the orders now fast piling up from department and variety stores all over the country. This is the opinion given recently by Emil Strobel, of the Strobel & Wilken Co., one of the largest toy distributing houses in America. Buyers had hoped up to the last minute that some way would

The China and Glass Trade

are now centering in the Madison Square section. If you intend keeping up with the leaders in your field, why not locate in Manhattan's Newest and Finest Salesroom and Office Building where a number of prominent Crockery Houses are negotiating for space? You can have your choice of quarters now in the

"Albemarle Building,"

FACING MADISON SQUARE,

Broadway, Corner Twenty-fourth Street,

New Sixteen Story Building, Now Open for Inspection.

STORE AND FLOORS.

Approximate area of floors,

22,000 SQUARE FEET.

Upper floors will be sub-divided for

OFFICES and SHOWROOMS.

BUSINESS PROPERTY SPECIALISTS M&L HESS INC. 907 Broadway, Corner Twentieth St. Telephone, Gramercy 6052.

be found to bring over part of the usual supply of toys from Austria and Germany, but this idea has been abandoned, and it is now up to the domestic dealers to exercise all of their ingenuity to create novelties and specialties that will appeal to the youngsters.

The cost of raw materials is responsible for the advance in prices, and it is predicted that mothers and fathers will pay more for playthings the coming Christmas than ever before.

A limited quantity of Japanese toys is being contracted for, but inadequate steamship accommodations will retard considerably the shipment of these goods to the United States. Heavy advances have been made on this class of merchandise also; so that, whether of domestic or Japanese manufacture, the retail prices will soar.

Toys constructed from paper have advanced in price fifty per cent, while metal toys have increased from fifteen to twenty per cent over prices obtaining a year ago.

The mechanical toy will be scarce, it is said—the more substantial toys of American origin of necessity being substituted.

The buyer of one of the largest Sixth avenue department stores in New York city recently returned from a trip abroad after having unsuccessfully tried to negotiate with German manufacturers for the shipment to this country of a limited quantity of toys and dolls. It is reported that German and Austrian toy manufacturers have ceased to ply this trade and are devoting their energies to other industries. Temporarily, at least, Germany and Austria have ceased to be the world's toy shops.

AT CHICAGO.

CONDITIONS appeared last week to possess more snap than for some time past. A number of buyers for out-of-town department stores visited the city and placed orders.

* *

Lincoln Aldestrom has been appointed assistant buyer of china and glassware under John Ling. He takes the place of L. S. Spence, who recently resigned.

* *

B. H. Palmer, of the traveling force of the United States Glass Co., is now covering his Middle Western territory and is meeting with very satisfactory success.

* *

H. L. Potter, of the Tarentum Glass Co., was visiting Walter Minnemeyer, local representative of the factory, last week.

* *

William Howell, of Pitkin & Brooks, has left on a visit to Japan, to be gone several months.

BUSINESS BRIEFS.

The Reading Toy Mfg. Co. will do business with a capital of $12,000 at Reading, Pa.

* *

Walter Favreau, Inc. will deal in toys and novelties with a capital of $10,000 at Stapleton, N. Y.

* *

The Mays Landing (N. J.) Department Store has been incorporated with a capital of $100,000. Incorporators: Charles H. Kears, Dorie D. Hoover and Walter H. Bacon.

* *

The Rochelle Public Stores Corporation will operate department stores at New Rochelle. Capital $10,000. Incorporators: A. S. Wright, H. L. Reinhold, Jr., and J. P. Bertram.

* *

F. W. Woolworth Co. reports sales for August $6,724,836, an increase of $844,985, or 14 per cent, over a year ago; eight months sales' were $50,440,961, a gain of $6,502,708, or 14 per cent.

* *

The Artificial Daylighting Co. has been incorporated in this city to manufacture illuminating devices and fixtures with a capital of $50,000. Incorporators: C. Swanson, I. B. Lewis, and I. Mulcahy.

* *

The Standard Glass Co. has been incorporated to manufacture glass of all kinds at Newfield, N. J., with a capital of $30,000. Incorporators: Victor Durand, Jr., Herman R. Doerr and Michael J. Rafter.

* *

A petition in bankruptcy has been filed against the R. R. Geist & Son department store, Third avenue and Eighty-sixth street, by creditors having claims aggregating $85,000, while the assets of the firm amount to $35,000. The business has been established nearly

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You are requested to come and
inspect



THE ANIMALS = MODELED = BY = Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

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thirty years, and the present owners, who were formerly employed in the store, took over the management in 1911. The receiver was authorized to carry on the business for ten days.

* *

The Triumph Toy Co. has been incorporated to deal in toys, dolls and mechanical devices with a capital of $75,000 in Brooklyn. Incorporators: A. Reisenberg, C. W. Snook and W. P. Johnston, all White Plains.

* *

The Talking Toys Corporation, a consolidation of the Talking Doll Co. and the Novelty Co., have been incorporated to deal in talking dolls, toys and novelties, with capital of $1,500,000. Directors: S. Kaufmann, R. C. Birkhahn and W. Rotter. The company will oporate at 243 West Seventeenth street, this city.

* *

The department store in Philadelphia, Pa., hitherto conducted under the name of Berg Bros. will hereafter be known as The Earle Store. George H. Earle, Jr., who for years has been known as "the business doctor" of Philadelphia, has taken complete charge of the estab-

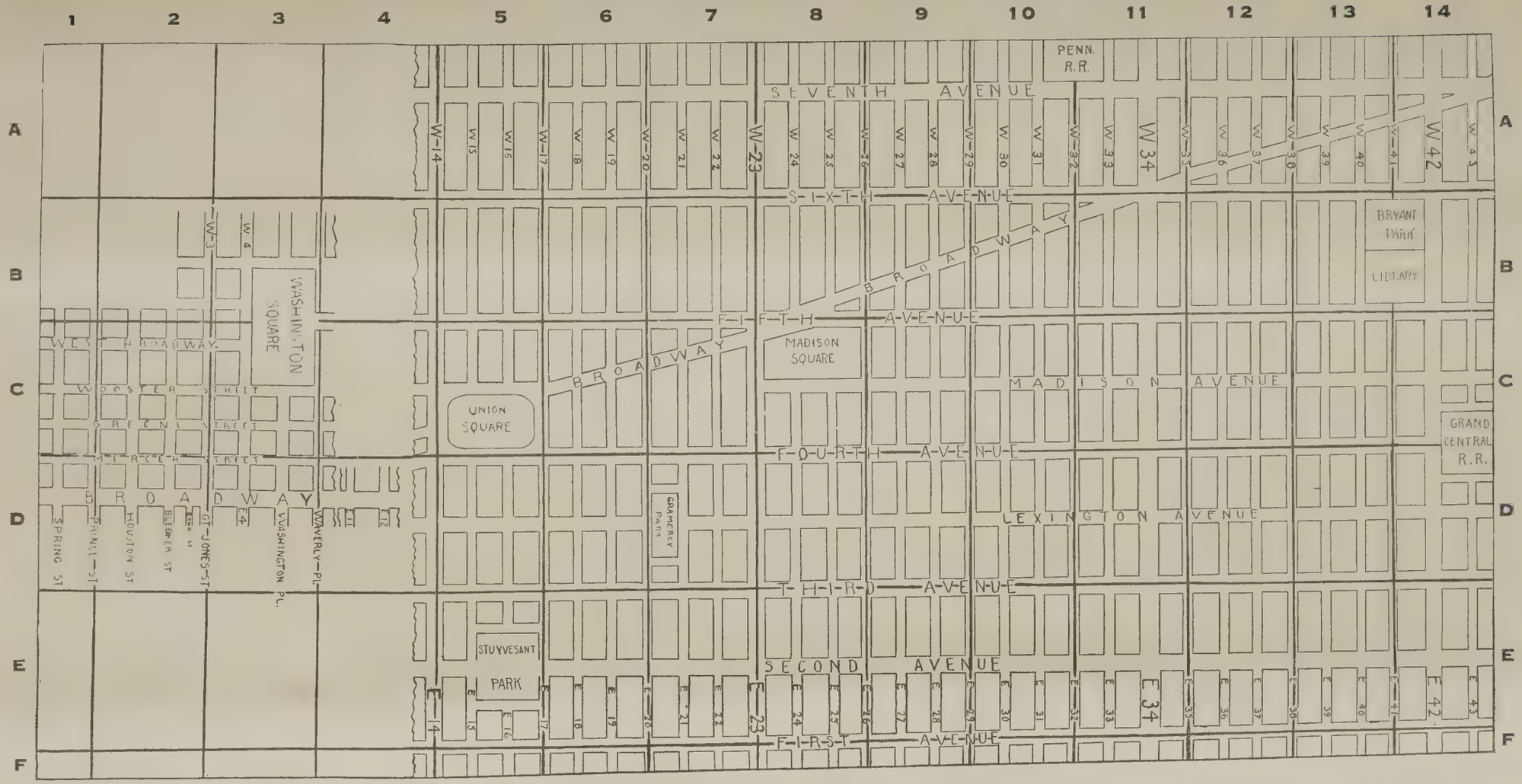
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lishment, which opened Friday with sixty-five complete departments.

*

Sidney N. Scharff has secured the lines made by Gill Bros. Co., Steubenville, O., for St. Louis and other territory. He also represents the McKee Glass Co., Jeannette, Pa.; Tarentum (Pa.) Glass Co.; Wellington Glass Co., Cumberland, Md.; Lonaconing (Md.) Glass Co., and H. B. Sinclair & Co., Corning, N. Y.

* *

Horton & Wade, Inc., Albany, who recently secured the $32,000 contract from the New York State Hospitals Commission for supplying the State institutions with china and glassware, as stated in our last week's issue, have placed the order for the china specified in the contract with the Knowles, Taylor & Knowles Co. through the E. W. Hammond Co., New York representatives for the factory.

DIGNITY is a good thing in its proper place, but a storekeeper may easily exhibit too much of it. Dignity is not usually a business-getting quality.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman on commission basis to handle a well-established glassware line as a side line. None but hustler who can give references need apply. State territory covered. Address A 995, this office.

WANTED—Someone to handle Kayser's glassware, either on a commission basis or to buy outright, as a jobbing proposition. M. KAYSER ART CO., 1227 Twentieth Street, Milwaukee, Wis.

BUSINESS OPPORTUNITIES.

MANUFACTURERS whose lines are worthy of attractive display and reliable service (commission basis) for St. Louis and Southwest territory. Address SIDNEY N. SCHARFF, 802-3-4-5 Victoria Building.

TO LET.

PART of a loft in the heart of the uptown crockery district, space 20 x 9, with use of counters, shelves and forty feet of mirror backing. Reasonable rent. Or will take on a good line. BATES & LEDDEN, 16 West Twenty-third St., New York.

FOR SALE.

POTTERY FOR SALE.—A pottery situated in New Jersey, two kilns, biscuit and glost, and two decorating kilns. P.R.R. siding. A going concern making a line of fine specialties. Terms arranged to suit purchasers. Address S. M. P. B., this office.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE.	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA.	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold.	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of **9,000** BINS occupied in our main store and our storehouse in South Boston.

☞ **Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

CROCKERY and GLASS JOURNAL

NEW YORK, SEPT. 28, 1916.

THE CONDITION OF BUSINESS.

New York

Very little change is noticed in trade conditions since last week. Buying in the warerooms of the importers is rather light, but the men on the road are doing fairly well. Naturally they meet with complaints that former orders have not been shipped, and buyers ask why they should purchase more when they have not received the goods for which they have already contracted. The reply is that if it takes a certain length of time to get filled orders already placed it will take just as long to consumnate new orders, and, in the present condition of the factories, it is well to order in advance.

Local agents for domestic potteries are not striving for new business. They take what is offered, however, subject to delay. The factories are crowded with orders, and the lessening of business from New York comes as a sort of relief.

While the glass factories are not contending with the labor troubles which confront the potteries, they, too, are hampered by lack of help, and are crying for workers in every department. They have plenty of business, although, like the potters, they are not getting quite as much from this city as in the past few months. Prices are high, all discounts having been abolished, and the prospect is that there may be a further advance.

Local agents for both potteries and glass factories are complaining bitterly of the non-delivery of goods ordered. With the overwhelming demand, the commission men have had an opportunity of making money, but, owing to the non-delivery of the orders sent in, their financial returns are no more than, if as much as, in ordinary times. Besides, they complain that, having sold once, it is more than likely they will have to do their work over again and get nothing for it.

Retail trade in the metropolitan district has improved slightly. Bright, beautiful autumn weather and the return to the city of country sojourners has created a better demand. But a quiet week is looked for now. The Hebrew holidays, which began Wednesday night, have a marked influence on trade, because the very large Jewish population does little shopping during this period. On top of that the "cessation of work" by the sympathizers with the car strikers is deterring would-be purchasers from running the risk of being caught in a riot. Almost everywhere else in the country reports are to the effect that retail trade is very fair—in some places good. These are confirmed by the constant appeals from dealers for goods.

Pittsburgh and Vicinity

New business is being received in steady volume from all sections. Glass cutters are heavy buyers of blanks, and these factories are working to capacity. Light cut and etched blown ware is very active, some of the manufacturers reporting being sold up for the season. The demand for lighting glass is increasing as the season advances. Specialties are having a good sale, especially with the department store trade.

East Liverpool and Vicinity

While there is no lack of new business among the manufacturing potters, a gradual decrease in production is reported in all plants, due to the strike of the sagger makers and the inability to secure sufficient labor in other departments. An urgent need for pottery is reported from all sections, dinnerware being in chief request. The shortage of flat ware and teas is still noticeable. Hotel ware is in heavy demand, with production limited.

BOSTON BUSINESS NOTES.

BUSINESS continues to boom. Never before have there been more buyers or larger orders, and the prospect is that still better things are ahead. The only fly in the ointment is the delay in getting shipments. The railroads undoubtedly are doing better, but factory deliveries are slower than ever in many insntaces.

Walter T. Wessels, representing J. H. Venon, New York, is at Young's Hotel.

Alfred Evans, traveling man for Meakin & Ridgway, New York, is also at Young's.

Miss G. E. Phinney, of Northampton, has been spending a couple of days in town placing orders.

N. W. T. Knott has been attending the electrical convention at Hartford, Conn., for several days.

When M. A. Lovell, manager of the United States Glass Co.'s New England sample rooms, arrived in his office one morning recently he found a large sign, "It's a Boy!" hung over his desk, the windows and other parts of the main room decorated with pink streamers and ribbons of tissue paper, and on the desk a tiny cradle with a handsome doll in it; also a toy duck bearing in its bill a telegram from M. G. Bryce, president of the company, reading as follows: "Congratulations! Read the good news to all superintendents. Keep up the good work!"

A. Fred Tepe, representing Hugh C. Edmiston, New York, has been showing his lines at Young's Hotel for a few days.

A certain retail storekeeper in one of the smaller Maine cities has been hard hit by defections from his trade due to customers buying from Chicago mail-order houses. Determined to overcome the trouble, he advertised in the local newspaper that he would give a handsome graphophone to the person bringing him the largest number of mail-order catalogues. The offer had an almost instant effect. Beginning that very day, people began turning in the catalogues. When the time expired he sold them for old paper and realized almost enough to pay for the machine he had given away. But the real point was that he put all of the mail business in his section out for the time being, and meantime began a campaign showing customers the advantage of having good stocks to select from on the spot.

John Fisher, representing A. Gredelue, New York, is showing his samples at Young's Hotel.

Robert Jordan and Charles K. Cobb have been appointed executors of the will of Eben D. Jordan, late head of the Jordan-Marsh Co.

LIVELY SELLERS.

IT would be difficult to conceive of a more beautiful showing of basketry than that made by the Basket Novelty Co. As one buyer was recently heard to remark, "It's a line that sells itself." Its only requirement is to be attractively displayed. The goods will do



the rest. The concern holds the distinction of originating more new items and finishes in basket ware than any manufacturer in the business. The accompanying cut is one of a great number of window boxes made by the concern in different styles and sizes. The birdcages illustrated in their advertisement on another page of this issue are among some of the articles in the line that are moving particularly lively with the dealers at present. Samples and prices will be sent for the asking.

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-Indirect; Domes, Shades, etc.

AS the result of an investigation recently conducted by M. McMillan, M. D., Assistant Sanitary Superintendent of the Department of Health of New York City, on the lighting conditions in office buildings he sets forth his conclusions in an interesting article in the "Lighting Journal":

"The business rooms of 2,400 people were covered by the examination, all being located in a typical city block in lower New York. The number of rooms in the buildings totalled 928 and the number of daily visitors averaged 16,000. The clerical offices of some 40 industries were included in the survey, and in addition a restaurant, barber shop, engine room, etc. Less than 15 per cent of the employees in this typical block work by natural light, and over 92 per cent of them work more than eight hours per day.

"In one of the buildings, which was only recently erected, every reasonable attempt was made to provide the best that could be purchased for lighting as well as for the other equipment, but it was found that several stenographers were suffering from the effects of glare, insufficient light and also from too much light. This in spite of the fact that 78 per cent of the workers in the building are under medical supervision.

"Glare was sometimes remedied by means of paper makeshifts, but more often bare lamps were exposed to view. Eye-strain was marked in the workers generally. When employees paste paper over desk lights to remove the glare there is something needed in the matter of specifications for desk lights, and when some employees are asked to work under an illumination of less than one-half a foot candle, while others, doing the same kind of work, are furnished with from 30- to 40-foot candles, there is abundant opportunity for constructive 'orders' from the Department charged with safeguarding the health of the community.

"It is remarkable that a small increase in illumination will show greatly increased efficiency. In one instance the illumination was increased from approximately 2.15-foot candles to 3-foot (40 per cent) in a room where adding machines were in use and it was found that the increase in efficiency of the office force was at least 20 per cent. This latter increase in efficiency means something, as it must be multiplied by 25, the number of workers in this room."

The Pittsburgh Lamp, Brass and Glass Co. have turned out so many attractive lamps this season that it is difficult to single one out for laudation. Perhaps the most artistic being shown by Chas. Kraft at the New York salesroom is a line of all-glass metal-mounted



BY THE PITTSBURGH LAMP, BRASS AND GLASS CO.

lamps in very deep etched handsome patterns in which the base matches the shade. One of the designs shows a graceful leaf pattern, done in green on a white ground, the mountings being in ivory. Another has a dark green tree design on a white ground. Both are extremely effective.

The unusual things to be found in the Mogi, Momonoi & Co. lamp department make the place of more than ordinary interest. One of the newest attractions now on display there are some wonderfully good vases for lamp mounts in old Chinese decorations, and a novelty in conjunction with them is that one may match them in decorated silk shades which carry out the pattern on the vase exactly.

From the H. Northwood Co. Chas. J. Dela Croix is showing various new items in "Luna" illuminating glassware that are rapidly making friends with the

trade. An embossed continuous carnation border on a semi-indirect bowl gives a fine finish to the neat ribbed pattern. Besides white, the bowl is also shown in old ivory, and shower shades in either style may be had to match. There is also an assortment of gracefully-proportioned shower shades with hand-painted floral borders.

Wm. R. Noe & Sons' lamp department never was more attractive than at the present time. They have assembled a particularly choice and large selection of mahogany portables in every size, from the floor lamp down to the boudoir size, in artistic plain and carved patterns. They are also showing various unusual styles in dull white enamel finish. One of these is decorated with butterflies, with a silk shade to match. In silk shades the exhibit includes any number of unusual designs in everything from the candle shade to the largest lamp size.

The Pairpoint Corporation has evolved some odd styles in lamps that are proving one of the best selling lines the concern has produced in a long time. Some decidedly clever new finishes are introduced in new style vase-shaped bases, among them being a very rich silver finish. The lamps are fitted with hand-painted glass shades in wonderfully well executed land and marine scenes, as well as some gorgeous conceptions in floral designs. A unique novelty in boudoir lamps is one of all glass, which is shown in white and the concern's beautiful amber glass with floral decorations.

WHAT A SYMPATHETIC STRIKE MEANS.

A CORRESPONDENT, who signs himself "A Union Man," writes as follows to the New York "Times":

NEW YORK, Sept. 25.

Will you allow me space in your paper to say a few words to fellow union men regarding the proposed sympathetic strike?

I, myself, am a union man, but I am not an anarchist, and I believe that if every union man would take a few moments for sober thought there would be very little support for any such fanatical movement. Let us consider what it means to lend ourselves to aid in carrying out such a proposition:

A suspension of work by some of the unions means a breaking of contracts with friendly firms. It means breaking of arbitration agreements. It means the sanction of the violence that has been perpetrated upon innocent people who have attempted to go about their own business. It means the loss of self-respect to thousands of good union men who still believe in law and order. It means the loss of the public's confidence that has been gained by the patient and unselfish labor of a few conscientious builders in the union ranks. It means the ruthless destruction, by a few, of the foundation of unionism built upon the sacrifices made by thousands of hard-working, intelligent members of the laboring class. It means, for many, the breaking up of home life, for not all of us have bank accounts, and the landlord is not going to strike and he will call around on the first of the month just the same, and he will hardly accept the excuse that you are out on a sympathetic strike. He will tell you that sympathy, like charity, should begin at home.

It means an added worry to the woman who has mothered your children and a decrease in the food supply to the little ones. It means that a number of employers who are now friendly to labor unions will discover that they can conduct their business without them, and in future prefer the individual contract. It means that thousands of employers that have been worried to desperation by their union workmen will seize this opportunity to throw their influence and wealth into the balance against them.

But to offset these, it may mean the curtailment of some of the authority of the labor leaders, who, in their enthusiasm, are willing to pledge the members to any sort of wild scheme.

What a wonderful opportunity the labor unions have if the leaders would get together and advocate the Government control of public utilties, instead of attempting to pull down the entire social structure. They would have been building a reputation for progressiveness that would at once have met with the approval of their membership as well as that of the public at large, and on the eve of State and national elections their victory would be almost certain.

Ernest Bohm has been quoted as saying: "Let the public starve. It will do them good." My friends, you and your families are a part of the public, and you and your families are going to do the most starving if this strike assumes the proportions hoped for by Fitzgerald and his followers, and all to the great and glorious end that Fitzgerald may return to his home town and say, "Look what a great man am I. At the lift of my hand the loyal union men of the greatest city in the world, little old New York, stopped their work and forced the public (their families) to starve."

Can you imagine anything so preposterous, so idiotic, anything so thoroughly in accord with the teaching of the I. W. W?

May the gods deliver us from such unionism!

REMARKABLE DECORATIONS.

JESSE DEAN, Inc., is showing at 95 Madison avenue a line of new gold-decorated table glassware which for variety, beauty and excellence of workmanship excels any like exhibition ever seen in this city. There are between fifty and sixty designes, on a number of shapes, ranging from plain bands to decorations that cover a large surface. On some of them jewel effects are employed. Ruby, blue and green enamels with gold produce wonderfully effective results. The incrustations are in the best style and workmanship, and the shapes are good.

From the same factory comes a long line of china plates and dinnerware. As with the glass, the workmanship is as near perfection as is possible, and the designs are likewise original. Gold decorations predominate, although in some cases both gold and color are used.

The way the work is done on both classes of goods is remarkable, and buyers will be surprised that such excellent craftmanship can be secured for the prices asked.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The chimney workers, through a referendum vote just announced, have turned down the working terms proposed at the general wage conference at Atlantic City. A meeting of the manufacturers and workers' representatives in the chimney and paste mold departments will be held in the Glass Association rooms here within a short time, and every effort will be made to effect an amicable settlement of disputes now existing in these two departments.

A four-story concrete fireproof building is being erected by the Fostoria Glass Co. at Moundsville, W. Va., to be used as a mold shop. The capacity of this department will be greatly increased as a result. The No. 4 furnace at this plant is being equipped with gas-producers, it being the plan of the company to prepare against any possible gas shortage during the coming winter. Business with this concern continues excellent.

Salesmen for the New Martinsville Glass and Mfg. Co. have been withdrawn from the road, the factory having sufficient business to operate the balance of the year.

The "Leader" is the name of a new assortment of cut glass just assembled by the United States Glass Co. It contains two dozen sets of each cutting, there being six dozen sets in the assortment. Floral designs predominate. Walter Jones has returned from an extended trip over his territory.

Swaney Hall, sales manager for the L. E. Smith Glass Co., Mt. Pleasant, Pa., has returued from a business trip through the New England States.

Many glass manufacturers say that their mold shops are too busy on repair work to give much attention to new molds for 1917 lines. Current orders are such that the mold shops are working overtime to keep present stocks in good order.

R. G. Laughlin, for the past year in the sales department of the Reizenstein store here, and previous to that in the china and glass departments of the McCreery store in this city, assumed the management of the china and glass department of the Boggs & Buhl store last Monday, succeeding Mr. Borland.

The Oriental Glass Co. has just received an order for 2,000 dozen vigil lights, to be shipped to a concern in New York State. This company has also just booked a heavy order for souvenir specialties to be shipped to Australian and Canadian points.

Miss R. E. Hamilton, assistant actuary of the Glass Association, is off duty for a fortnight, enjoying a holiday. Miss Hamilton has been identified with the Association work for upwards of twenty-five years, and is known personally to almost every glass manufacturer in the United States.

A carload of lamp founts was allowed to pass through to seaboard a few days ago, consigned to an English firm. The recent English order against exporting anything to England which can be made there is evidently elastic.

The demand for the old lines of iridescent glass is practically non-existent. Wholesalers in this locality say the line is selling only in the mining towns, and then but in a small way.

Designers are not troubling themselves about how many goods the factory is shipping, but are attending strictly to their own business of getting out new and desirable things for the coming season. For years it has been the practice to have the new patterns ready by the first of November, so that the salesmen might show them to the big houses which want to catalogue the lines. It is very doubtful if there will be a large variety ready by that time, however; but there surely will be some; and probably by the first of January, when the annual exhibit opens a tthe Fort Pitt Hotel, the usual array will be on display. Buyers need not fear but hat v hen they ask for something new they will get t.

AT CHICAGO.

WHILE expected fall orders have been a little slow in arriving, salesmen representing the factories here are confident that the next ten days will see the market invaded by a much heavier contingent than has thus far appeared. They are not bothering their heads much about this matter, for they have more orders at present than the factories can handle. Constant negotiation is required to get goods from factory to customer after the orders have been placed.

* *

F. D. McAnulty. salesman for Ira A. Jones & Co., was in the city for several days this week after finishing a road trip through his territory.

* *

H. S. Potter, sales manager of the Tarentum Glass Co., left for the factory last week after spending a few days with Walter Minnemeyer, representative of the company here.

* *

T. M. Schollenberger will soon remodel his wareroom on the seventh floor of the Kesner Building, with a view to making more room for samples.

* *

Earl Newton has returned from a visit to the factories of the Imperial Glas Co.. Bellaire, O., and the Economy Tumbler Co., Morgantown, W. Va.

* *

Gregg & Meikle, the new glass firm recently formed, will open in a couple of weeks in quarters now being made ready in the Shops Building.

* *

F. W. Merry, president of the Indiana Glass Co., Dunkirk, Ind., has returned to the factory after visiting for a couple of days with Kelly & Reasner, who represent the firm in this territory.

* *

Walter B. Andrews, local representative of the Duncan & Miller Glass Co., has returned from a road trip through the Northwest and is now giving his attention to the city trade.

* *

The expected increase in the price of round packages for glassware, about which there was much talk a few weeks ago, has not yet materialized.

* *

The wage question has become so serious in the Middle West that the Illionois Manufacturers' Asscia-tion is once more taking a hand, with a view to regulating the upward tendency. The manufacturers are seeking information as to whether wages in the various industries have risen in other sections as they have here. The labor shortage is severe, and manufacturers are openly making efforts to attract workers from other jobs to positions on their own forces. The Illinois Manufacturers' Association condemns this practice, and it is probable that some action may be taken at the next meeting reprimanding members who have offended in this respect.

* *

Charles Rosenburg, who is building a new department store in Evanston, one of the northern suburbs of this city, expects to have the place ready for business by the first of the year. Crockery and glass will be one of the leading departments of the new store.

* *

Marshall Field & Co., in their weekly review of the trade, say: "Current wholesale distribution shows a remarkable increase over the same period last year. Buyers have attended the market in larger number than during the same week in 1915. Collections are better and the market on goods of domestic production is firm."

AN ACTIVE SELLER.

AT the showrooms of Maddock & Miller may be seen many new designs in dinnerware and fancy goods from Wileman & Co. The old Sevres pattern illustrated below is a wonderfully harmonious combination



of coloring. It is known as No. 10,678 and is one of the very active open stock designs. Illustrations and price lists of the most salable patterns in this firm's goods have just been prepared and may be had upon application.

KNEW HIS WORTH.

THE scarcity of help is marked in all branches of business, with the possible exception of the crockery trade, where there seems to be little demand for salesmen. The office boy is the scarcest of all. A big department store advertised for one, and a well-dressed, bright-looking lad in knickerbockers applied for the job. He answered questions fairly well, and when asked if he knew the downtown district and the location of the crockery dealers said if he didn't it wouldn't take long to learn. When asked what wages he expected he promptly said: "Six and a half a week." He was

asked if he didn't think that a long price for one with no experience. "Six and a half, or I don't work," he replied.

"Report to Mr. So-and-So and tell him to put you in my office," said the head of the department, and with a shrug of his shoulders turned to a bystander and said: "Can you beat it?"

FRED BEISWANGER GETS PADEN CITY LINE.

THE question of who would have the local representation of the new Paden City (W. Va.) Glass Mfg. Co. was settled this week when the announcement was made that Fred Beiswanger, had been appointed. Mr. Beiswanger is well known through his association with various concerns in the trade, his last connections being with Wm. Warrin and A. H. Hays, whose lines he has been selling in the metropolitan district. As already stated, David Fisher, formerly manager of the New Martinsville Glass Mfg. Co. is president and general manager of the new plant, which will turn out a line of table glassware, confectioners' and stationers' goods. The factory, which has 300 employees, is equipped to turn out the highest class of work, and everything will be in readiness to make prompt deliveries by October 15. Mr. Beiswanger is looking around for a suitable salesroom in the uptown section in which to show the line.

POTASH IN CUBA.

IT is reported that a large deposit of potash, averaging twenty-five per cent pure, has been discovered in Cuba, on the border line between Matanzas and Santa Clara provinces. Glass manufacturers should not exult just yet, however, because this is not the first time that such reports have been promulgated. If it be true, the proximity of Cuba to the United States will make the freighting of it cheap, and it may be delivered at a less price than from Germany. Further particulars will be awaited with interest.

An analysis made by Senor Cardenas, chemist of the Cuban Department of Agriculture, is said to show 12½ per cent of potash soluble in acid. Other assays made in the United States give varying figures. One assay made in Virginia of specially selected rock is reported as showing 40 per cent soluble potash. Another assay of rock, said to have been picked at random, showed 24 per cent. This potash is termed oxide of potash, while the potash from German mines is a chloride. Several assays made of surface samples show that the amount of soluble potash ranges from 12 to 20 per cent. Potash taken from holes drilled to a depth of 600 feet is alleged to assay 800 pounds to the ton.

It is said that Armour & Co., of Chicago, which firm has a fertilizer plant at Matanzas, has obtained an option on the 10,000 acres pending the arrival of their chemist. The field is near Metembo, about 100 miles east of Havana.

INVOICING GOODS FOR CANADA.

A NUMBER of United States shippers continue to make use of the Canadian invoice form which was cancelled in 1910. This old form of invoice required that the valuation of merchandise given in the first column be "the fair market value as sold for home consumption." The Canadian Department of Customs is now enforcing the use of the new invoice form which requires that the value of the merchandise in the first column shall be "the fair market value as sold for home consumption at time shipped." This does not mean the price or value of the goods at the time the orders are booked, but when they are actually sent for delivery.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 9, '16	Corresponding period 1915	Exports Jan. 1 to Sept. 9, '16	Corresponding period 1915
New York ...	91	156	8797	6782
Boston	....	36	3217	3484
Philadelphia .	....	2	444	1933
Baltimore	32	168	2379	5571
San Francisco	3	....	982	1314
New Orleans .	4	1	114	565
Portland, Me..	....	....	249	1006
Galveston ..	....	....	....	10
Newport News.	....	....	....	61
Portland, Ore .	....	....	17	140
Inland Points..	....	. ..	304	479
Total..	130	363	16506	21345

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 2, '16	Corresponding period 1915	Exports Jan. 1st to Sept. 2, '16	Corresponding period 1915
Boston	50	57	3475	3448
New York .. .	265	116	8751	6626
Baltimore	43	67	2505	5403
Philadelphia...	14	25	441	1943
New Orleans ..	....	15	118	564
Newport News.	....	....	....	61
San Francisco.	....	....	982	1344
Portland, Me..	....	....	484	1006
Galveston.	....	10	....	10
Portland, Ore..	....	....	17	140
Inland Points..	....	....	112	428
Total..	372	290	16885	20973

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

Subscription Rates, Invariably in Advance:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, SEPT. 28, 1916.

THE SURE FOUNDATION.

PRESENT conditions of insufficient production of both crockery and glassware to supply the market, with prices bounding higher, arouse in the mind of the buyer a feeling of resentment against his sources of supply. He may very naturally, without knowing all the circumstances, feel that prices have been advanced beyond figures justified by costs, or that the factories with which he has placed orders are unnecessarily delaying shipments of his goods.

Such conditions may actually exist among isolated producers; but the average manufacturer is doing his very best to keep his customers supplied and to fill his orders in accordance with the terms at which they were placed. In many cases orders have been filled at an actual loss by the manufacturer, as he has been unable to advance his selling prices apace with pyramiding costs from every direction.

The wise manufacturer, with his eye to the future, should keep before him this possible mental attitude of the buyer. He should not allow the fact that his plant is filled with orders to lead him into an attitude of arrogant independence. The dealer will not object to advancing rates, as he can generally adjust his selling prices to obtain his usual percentage of profit; but to suffer losses through inability to get goods on orders accepted, and from those who have been favored with his orders year in and out, good times and bad, strikes at the very root of his business.

The amount of business poured into the factories, coupled with the demands for preferential shipments from every direction, seems to have produced a condition approaching turmoil in the manufacturing departments of many producers. The system of generally filling orders by rotation has been almost entirely lost sight of. Consequently the orders often of the undeserving are filled before those of the more patient and constant buyer.

It would be far better for the manufacturer to call off his salesmen when unable to fill orders within something like a reasonable period, rather than accumulate business on his books which cannot be reached, and which he may not desire on account of price at the time he is in a position to execute them.

American manufacturers have been severely criticised in foreign markets during the past year on account of their attitude of inattention to orders placed—which seems particularly strange when in many instances considerable effort and expense were expended to obtain them. This same impression among buyers may arise here at home.

Manufacturers can demonstrate to-day as never before the strength and stability of their organizations by showing through service that they have been built to stand the wear and tear of the present trying conditions. The buyer understands quite well the labor hardships they have to endure, and is in sympathy with them. He is in the same boat himself. In just such measure as they show their trade that they can serve them now, and are sufficiently strong morally to take care of those who are their constant support in good and bad times, rather than turn them aside for the temporary advantage to be gained from some apparently large and profitable contract, so will they build for the future.

PERSONAL.

FOR more than six weeks J. H. Venon has been serving on the Grand Jury. Four weeks of this time he was in attendance every day. Now he goes about twice a week—or when called. He has had an experience which he says outrivals any romance ever written. In the "white slave" cases he has heard things that seem incredible. The ordinary term of service is either two weeks or a month, depending on circumstances; but having been started on this case he will have to finish.

⚜

Isidor Rothstein, of Igel & Rothstein, Pittsburgh, was in New York this week for a short stay.

⚜

Arthur Peterson, who is well known to all who visit the salesroom of Thos. G. Jones through his connection with the latter for the past seven years, has accepted a position with the Fire Insurance Exchange, and will

enter upon his new duties Monday next. He has made many friends since being with Mr. Jones, all of whom will wish him success in his new venture.

M. K. Lindner, together with Messrs. Smith and Kent, all of the Dohrmann Commercial Co., San Francisco, started for home last Friday after a very brief sojourn in New York.

Charles F. Quaintance, secretary of the Herold China and Pottery Co., Golden, Col., arrived in town last Friday to take charge of the concern's exhibit at the National Exposition of Chemical Industries being held at the Grand Central Palace this week.

A. H. Hays is getting his samples ready to leave on Sunday night for Boston, where he will exhibit the Crooksville China Co.'s ware and other lines for several days at Young's Hotel before proceeding upon a trip which will include the principal cities of New England.

Harry S. Smith, secretary and treasurer of the Guernsey Earthenware Co., is a visitor in town this week consulting with the factory's New York representatives, Bates & Ledden, and also attending the Chemical Industries Exposition.

E. Loeber, artist and chief modeler for S. A. Weller, was a visitor in New York this week.

Leo. Schoenthal, china buyer for Gimbel Bros.' New York store, ran over to East Liverpool last week, arriving in the morning and leaving in the afternoon. The atmosphere of the East Liverpool hotels does not appeal to him—nor, as far as that goes, to anybody else. A modern hotel in that town would pay well.

Word has been received at the New York office of Takito, Ogawa & Co. that J. M. Takito, who has been in Japan on a visit to the concern's factories for several months, sailed for San Francisco on September 20, and after stopping a few days at headquarters in Chicago will be in New York the latter part of October.

C. L. Wilcken, who is associated with C. J. Dela Croix, agent for the H. Northwood Co., is paying a visit this week to the concern's factory at Wheeling, W. Va.

Leon Vallee, with J. H. Venon, is a member of the Seventy-first Regiment, which returned from the front last week. He was at the warerooms for a short time on Tuesday, looking brown and hearty. He tells the same story as all the others about the heat, hikes and rain. He was reticent about the food; but he certainly did not praise it.

J. Meredith Miller left on Tuesday to spend a week making points in New England with the Maddock & Miller lines, and will then work his way through the Middle West.

A. Kallman, buyer of china, glassware, housefurnishings and toys for England Bros., Pittsfield, Mass., whose congeniality always makes him a welcome visitor here, registered at the Prince George on Monday for a week's stay. Monday, the day of his arrival, was the twelfth anniversary of his association with the concern, and should have been a day of special celebration with him, since he has shown a steady increase in each of his departments every year.

Henry Saul, of the Saul Mfg. Co., who has been in the West for the past two months, is in Chicago this week on his way home, and is expected in New York the first of next week. Upon his return, Albert Rehberger, of the firm, will leave for a tour of Pennsylvania and other Eastern territory.

Geo. H. Service, with Kennard L. Wedgwood, left Sunday night for a trip to the Pacific Coast which will keep him till Christmas. At Chicago he will meet Mr. Wedgwood, who is now in the West, and spend a day with him.

Donald Miller, who was forced to discontinue his initial trip for Maddock & Miller and returned home last week on account of illness, is making a speedy recovery and is looking forward to getting on the trail again within a short time. "Don" was rapidly making friends on the road, and incidentally registering some good-sized orders for the firm; hence his desire to get back on the job again is quite natural.

A cable received from Fernand Desmaison the early part of this week by Jas. J. Temple, American manager for L. Bernardaud & Co., stated that he was unable to sail on the 23d as planned, but would leave Bordeaux on the Espagne, sailing on the 30th and due here October 11.

O. N. Phillips, buyer for Stix, Baer & Fuller, who was here a short time ago to get goods, was forced to return last week on account of a death in his family. He was booked to go back to St. Louis Wednesday night.

John B. Caruso and A. R. Lindenburg, who will open early in November a crockery, glass and housefurnishing goods store under the title of The City

Variety Store at Canandaigua, N. Y., were here buying goods this week.

Geo. Nicholson, of Malone & Nicholson, who has been enjoying himself in Florida for the past fortnight, is expected home the early part of next week.

"Tom" Cannon, buyer for the W. A. Doody Co., Macon, Ga., who has been here all the week placing orders for his concern, leaves for home on Friday.

E. M. Uniack, the well-known hotel china salesman, visited New York this week for the first time in five years, and noted many changes. He was amazed to find a vacant block on West Broadway between Murray and Warren streets, and was lost in the new uptown district when he went to hunt up old-time friends.

SAGGERMAKERS' STRIKE ENDED.

THE long-drawn-out strike of the saggermakers virtually came to an end on Tuesday evening at a special meeting of the local called for the purpose of considering the proposition of returning to the National Brotherhood of Operative Potters. Following the session it was announced by Edward Menge, president of the Brotherhood, that the strikers had agreed to accept the plan as proposed at the meeting Monday evening. The men returned to work Thursday morning.

A conference to settle the wage dispute, composed of members of the union and a committee of the United States Potters' Association, will probably be arranged later in the week by officials of the Brotherhood.

IN TOWN.

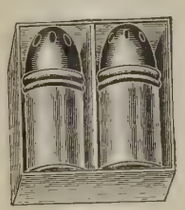
Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

C Kuhlman, hf, The Fair, Cincinnati. 25 East 26th.
Chas H Herman, hf, Eisenberg & Co, Baltimore.
H Taylor, t, Montgomery, Ward & Co, Chicago. 43 West 23d.
C I Smoth, t, Reid & Hughes Co, Norwich. Herald sq.
F C Keffer, c, g, Kline, Eppiheimer & Co, Reading. 334 Fourth ave.
Mrs S Nachman, c, g, Newport News. Grand.
E F Klemer, t, Besser's, Buffalo. St Denis.
J Loewen, t, Heyn's Bazaar Co, Detroit. 1133 B'way.
P M White, hf, Zink-Morehead Co, Buffalo. Imperial.
C S Emerson, c, g, Emerson & Son, Milford, N H. Navarre.
H Fussner, c, hf, t, McAlpin Co, Cincinnati. 25 East 26th.
L J Wagner, t, J N Adams & Co, Buffalo. 18 West 35th.
G E Bacon, hf, F E Bacon Co, Rome, N Y. 334 Fourth ave.
G Burdge, c, g, North Manchester, Ind. Grand.
S H Blum, t, Cahn, Coblens & Co, Baltimore. Grand.
A E Besser, t, Buffalo. Albert.
Mr Moses, t, c, g, Kaufmann & Baer Co, Pittsburgh. 95 Madison ave.
J A Armstrong, hf, Hens & Kelly, Buffalo. 31 Union sq.

TO SHOOT THE CONDIMENTS.

CHINA and glassware stores and departments which are handling the E. & J. Bass cut glass, silver-plated ware and sterling silver deposit specialties consider the line a real find; and the concern which has not yet become acquainted with their goods should lose no time in writing for a copy of their illustrated booklet, which should be in the hands of every progressive



dealer. There seems to be absolutely no limit to the creative genius of the Bass designers, who are always on the alert for new ideas, one of the newest being the salt and pepper here illustrated, the inspiration for which was evidently obtained from a munition factory. Shaped like cartridges, they are heavily silver-plated, and make one of the best fifty-cent retailers to be found. Each set comes packed in an attractive battleship-gray box. The firm's advertisement in this issue illustrates other equally attractive novelties.

BEDFORD CO. TO CLOSE ITS DOORS.

THE Bedford Co., Reid avenue and Broadway, Brooklyn, is selling out its entire stock with the aim of closing its business. It has been decided by the interests that control this store to terminate its existence. No financial difficulty whatever is involved in this decision. The store is on as sound a financial basis as ever, but having been for some time conducted at a loss, the management has decided not to continue. Practically every employee will be placed in other department and specialty stores in Brooklyn and neighboring cities. Charles A. Gorman, president of the Bedford Co., is taking a personal interest in placing his salespeople, and announces that there is a good demand for their trained services.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Both pottery manufacturers and workers in this district learned with pleasure of the action of the joint sanitary ware wage conference in elaborating upon an agreement which in future is expected to eliminate labor troubles in all potteries. Both sides seek a more general observance of the wage agreements. Hereafter grievances must be placed in the hands of the board of arbitration, and only in case of a deadlock are other measures to be resorted to. Had this rule been in effect in this district several months ago the chances are that no labor troubles would have occurred. The inability of some local unions to work in harmony with the National Brotherhood of Operative Potters' officials is given as the cause of most of the existing troubles here.

* *

When the work of the year is over and accounts are closed it will be found that the pottery manufacturers of the United States have the largest volume of unfilled orders on their books in the history of the trade. Those buyers who expect to send in large orders next month for current year delivery will be sadly disappointed. Several manufacturers have advised the writer that they will have trouble in filling what orders they now have on file, let alone any new business that may be received for November and December delivery.

* *

On account of the class of ware the firm is manufacturing, Robert T. Hall, of the Hall China Co., has resigned as a member of the Western Standing Committee.

* *

Manufacturers say that if the available number of men in the local district would work steadily at their benches there would be no shortage. The great trouble since early in the year has been to get workers to "stay put" after they have taken positions.

* *

Jack Patterson, the well-known pottery salesman, has removed from St. Joseph, Mo., to Clarksburg, W. Va., where he is associated with the McNicol Pottery Co. He is spending considerable time at the factory office just now.

* *

William H. Phillips, of the Smith-Phillips China Co., with a party of friends, is enjoying an automobile trip through the East, and will visit Baltimore, Washington and other points of interest before his return.

* *

By installing a sagger-making machine in the plant of the Potters' Supply Co. some slight relief is being felt in this district. While the machine has not been worked up to its ultimate capacity as yet, a total production of over 1,000 saggers of various sizes per day is possible. The opinion is fast growing hereabouts that the day of the human sagger-maker is about ended, and the recent strike may prove to be a blessing in disguise.

* *

E. A. Heinrichs, manufacturers' agent, Chicago, has been spending a few days in the district.

* *

Charles Israel, of the H. C. Fry Glass Co., and Jerry H. Daley spent an evening here with local salesmen after they closed their Pittsburgh displays and before starting for their Eastern territory. "I like to come here once in a while just to mingle with the old crowd," said Mr. Israel.

* *

The number of commercial pottery photographs which the manufacturers are holding up is surprising. It is useless to show them until orders can be filled. It is estimated that over 10,000 photographic sheets are being held up at the present time.

* *

Two additional decorating kilns have been placed in operation at the plant of the Steubenville (O.) Pottery Co. The demand for decorated ware with this firm has been extensive all the year, and additional kiln capacity was a matter of necessity.

* *

All salesmen of the Pope-Gosser China Co., Coshocton, O., have been withdrawn from the road, the plant being crowded with business. President Charles

F. Gosser says: "We have all we can do to supply present items and decorations, and therefore are not contemplating anything new at present."

* *

Numerous additions are being made to the line of table decorations produced by the Brush-McCoy Pottery Co., of Zanesville, O. According to General Manager George S. Brush, business conditions with this plant were never better, and operations are on full schedules. A number of improvements have been made to this plant during the past year, and capacity has been consequently increased.

* *

There is reason for believing that the plan to erect a new pottery at Massillon, O., will be revived ere long. Conferences with this end in view have recently been held in Pittsburgh, but the names of those interested are withheld for the time being. It is intimated, however, that several Eastern Ohio pottery interests are concerned in the movement.

* *

An additional kiln is being erected at the plant of the McNicol Pottery Co. at Clarksburg, W. Va. Although in operation but a short while, the firm is crowded with business, and additional kiln capacity is imperative.

* *

All odd lots of ware to be found in the warehouses are being cleaned out to scheme buyers, who are glad to obtain anything.

* *

George W. Meredith, president of the Colonial Pottery Co., came here from Pittsburgh last week to visit the plant.

* *

The demand for hotel ware is so heavy now that manufacturers are unable to fill all business being offered. The vitreous china plants in some instances are about sold up for the balance of the year, and buyers have turned their attention to the semi-porcelain lines. Chicago buyers are particularly anxious at this time to secure large supplies of hotel ware.

*

Work has been started on the new office buildings for the Knowles, Taylor & Knowles Co., and they expect to occupy the structure within ninety days. It is planned to make the annex one of the most convenient office buildings in the pottery district.

* *

Saggermakers have been working at the plant of the National China Co., Salineville, O., for several weeks at the usual scale. The last pay was a full one in all departments, it being the first under normal conditions for many months.

* *

Several saggermakers employed at the plant of the Homer Laughlin China Co. foreshadowed the end of the strike by returning to their benches early this week.

POINTERS FOR BUYERS.

MANY NEW GOODS.

L. Straus & Sons this week have received a whole lot of new things from Holland, Italy and elsewhere which will delight buyers in these days of scarcity. All through these strenuous times this firm has succeeded in getting goods, and has now, as always, many desirable wares ready for immediate delivery. Those who complain of a dearth in the market should call at these warerooms. They will find all they want in china, glassware, cut glass and bric a-brac.

INAUGURATE A CHINESE DEPARTMENT.

The Tajimi Co. call attention in their advertisement this week to their new Chinese department, one section of their showroom being given over to the display of an unusual array of interesting things in pottery, bronze curios, bird cages, silk embroideries, etc. They also call attention to their new import line, one of the special features of which is the assortment of baskets, a whole room being devoted to the comprehensive display, which includes every kind ever thought of. Several especially attractive items are shown in fruit, flower, sewing, and candy baskets (lined or unlined.) Their large line of stock goods comprises novelties galore in art pottery, bronzes, Awaji ware, flower bowls, lamp shades, artificial flowers, toys, etc.

BASKETS MADE FROM TREE ROOTS.

Another instance of Mogi, Momonoi & Co.'s enterprise is seen in a new line of baskets recently originated at the concern's factory in Japan. They are all in one piece, made from the roots of trees, the different formations of which afford some decidedly unique shapes. Naturally, no two are alike. The grain of the wood resembles bird's-eye maple, only a darker shade. They are beautifully finished, and are in a great many sizes.

NEW TRIUMPHS IN ROYAL WORCESTER.

The exhibition of Royal Worcester china at the showrooms of Maddock & Miller is a revelation even to those who are accustomed from past acquaintance with the factory's distinctive productions to expect a great deal from a pottery whose achievements have a world-wide reputation. Notable as their accomplishments have been, the new designs show a greater wealth of ideas and sumptuous coloring, and evince a keener appreciation of American taste than ever before. To meet the increasing demand Maddock & Miller are maintaining a stock of the more active dinnerware patterns; service, entree and dessert plates; coffee, chocolate, afternoon tea and breakfast sets. The depth of coloring and soft, velvety finish of some new arrivals

in the latter, especially the solid turquoise, lavender and canary, are wonderful. Illustrations and price lists may be had for the asking.

THE CARR CHINA CO.

ON another page we present the advertisement of the Carr China Co., of Grafton, W. Va., who are now ready to fill orders for vitrified china, thick and rolled edge, plain or decorated. The name of Carr on a piece of ware ought to be a guarantee of quality. James Carr, father of Thos. Carr, who is running the Grafton plant, made a name for himself. His son was brought up in a good school. He showed what was in him when he took over the Warwick China Co. at Wheeling, and now has an opportunity to increase his reputation. The factory is one of the most modern in the country, and, backed by one who knows his business from clay shop to packing shed, there is no question about quality or design. Get your orders in early, for there will be a rush to secure these goods.

CHAS. F. GOSSER DEAD.

Special Despatch to CROCKERY AND GLASS JOURNAL.

MR. CHAS. F. GOSSER died this morning at Coshocton, O., from uraemic poisioning. Funeral Friday 10 a.m. Cremation at Cleveland Saturday.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending September 26, 1916.

BORDEAUX

4 packages earthenware.....A L Audrain & Co
13 " toys.....J Wanamaker

GENOA

50 packages glassware.....J Wanamaker

LIVERPOOL

12 packages earthenware.....Fondeville & Van Iderstine
28 " " .....Maddock & Miller
2 " " .....Rich & Fisher
7 " " .....L A Consmiller
30 " " .....E Boote
12 " " .....G F Bassett & Co
11 " " .....G Collamore & Co
4 " " .....W H Plummer & Co
66 " " .....W S Pitcairn
8 " glassware.....Davis Collamore & Co
5 " " .....Bartley Bros & Hall
3 " " .....G Collamore & Co
11 " " .....Meakin & Ridgway
3 " " .....Lazarus & Rosenfeld
37 " " .....L Popper & Sons
5 " " .....J Wanamaker
8 " chinaware.....Meakin & Ridgway
14 " " .....T S Todd & Co
1 " " .....Rowland & Marsellus Co
11 " toys.....Geo Borgfeldt & Co

SINGAPORE

31 packages toys.....S Leck & Bros
57 " " .....B Illfelder & Co
52 " " .....G Frankel & Co
73 " " .....M D Levy & Co
13 " " .....Land & Co
15 " " .....International Banking Corporation
4 " chinaware.....G W Sheldon & Co
3 " earthenware.....American Express Co

HAVRE

46 packages toys.....Geo Borgfeldt & Co
25 " " .....F W Woolworth & Co
5 " glassware.....Rowland & Marsellus Co
6 " chinaware.....G W Sheldon & Co

FOWEY

362 tons china clay.....Moore & Munger
1,075 " " .....Hammill & Gillespie
1,681 " " .....Perkins, Goodwin & Co
1,723 " " .....Baring Bros & Co
414 " " .....J Richardson Co
795 " " .....J W Higman & Co
524 " " .....J B Moore & Co
50 " " .....G Knowles & Son
1 " " .....F A Reichard & Co
1 " " .....J L Smith & Co
1 " " .....L A Salamon & Bro
1 " " .....Miscellaneous Orders

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

84 packages earthenware.....Jones, McDuffee & Stratton Co
39 " " .....Mitchell, Woodbury Co

LONDON

40 packages earthenware.....W W Mansfield Co
10 " " .....Stone & Downer Co
7 " " .....Mitchell, Woodbury Co
13 " " .....American Express Co

CAUGHT THIS TIME.

THE buyer who "always gets all he wants when he wants it" has not been quite so conspicuous of late. But he has not altogether disappeared. One of the breed was notified last week that if he did not put his orders in soon he would get no goods. He was in no hurry, he said. But a few days later he begged to be allowed to pay ten per cent more and take his goods when he could get them.

CHEMICAL INDUSTRIES EXHIBITION.

THE second annual National Exposition of Chemical Industries opened at the Grand Central Palace on Monday of this week, and in looking through the 200 exhibits one cannot help being impressed with the wonderful advance that has taken place in these industries, especially in some lines for which we depended almost entirely upon foreign countries prior to the European war. That "necessity is the mother of invention" was never more forcibly demonstrated. Prominent among them is the chemical glassware of the Corning Glass Works and the International Glass Co. and the chemical porcelain of the Herold China and Pottery Co., Golden, Cal.

WHEN THE WAR STOPS.

THE Laclede-Christy Clay Products Co. has issued a trade circular in which it hazards the opinion that the end of the war will see a sharp decline in the volume of business and a recession in prices, but when trade and commerce have become settled, following the declaring of peace, the volume of business and prices will settle down considerably above the normal level prior to the breaking out of hostilities abroad.

"If the war is terminated abruptly," says the writer, "there will be an immediate pause—activities will cease for an intensive survey of the general situation. But the folly of business fear will be so apparent to any thoughtful man that adjustments to peace conditions will ensue over night, and there will be a quick resumption of trade to almost the same high level of volume and prices as during the war. This sharp upward revision will establish a new business and price level. History teaches this lesson: "War always fixes a permanent business level higher than the preceding normal level.

"Our own Civil War, for example, produced a permanent increase of fully fifty per cent in the cost of labor, of foodstuffs, of raw and manufactured materials.

"Another thing that history shows us is that the upward movement of the normal level is in direct ratio to the importance and duration of the conflict.

"This war being enormously the greatest in the world's history, and having been in progress over two years, with the end not yet in sight, we may look for it to exert a correspondingly staggering influence upon the normal business and price level.

A writer in the "American Review of Reviews" says on this point: "War price increases—like war taxes—are never reduced. They pin themselves permanently to the social fabric and demand that their

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You are requested to come and
inspect



THE ANIMALS = MODELED = BY = Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

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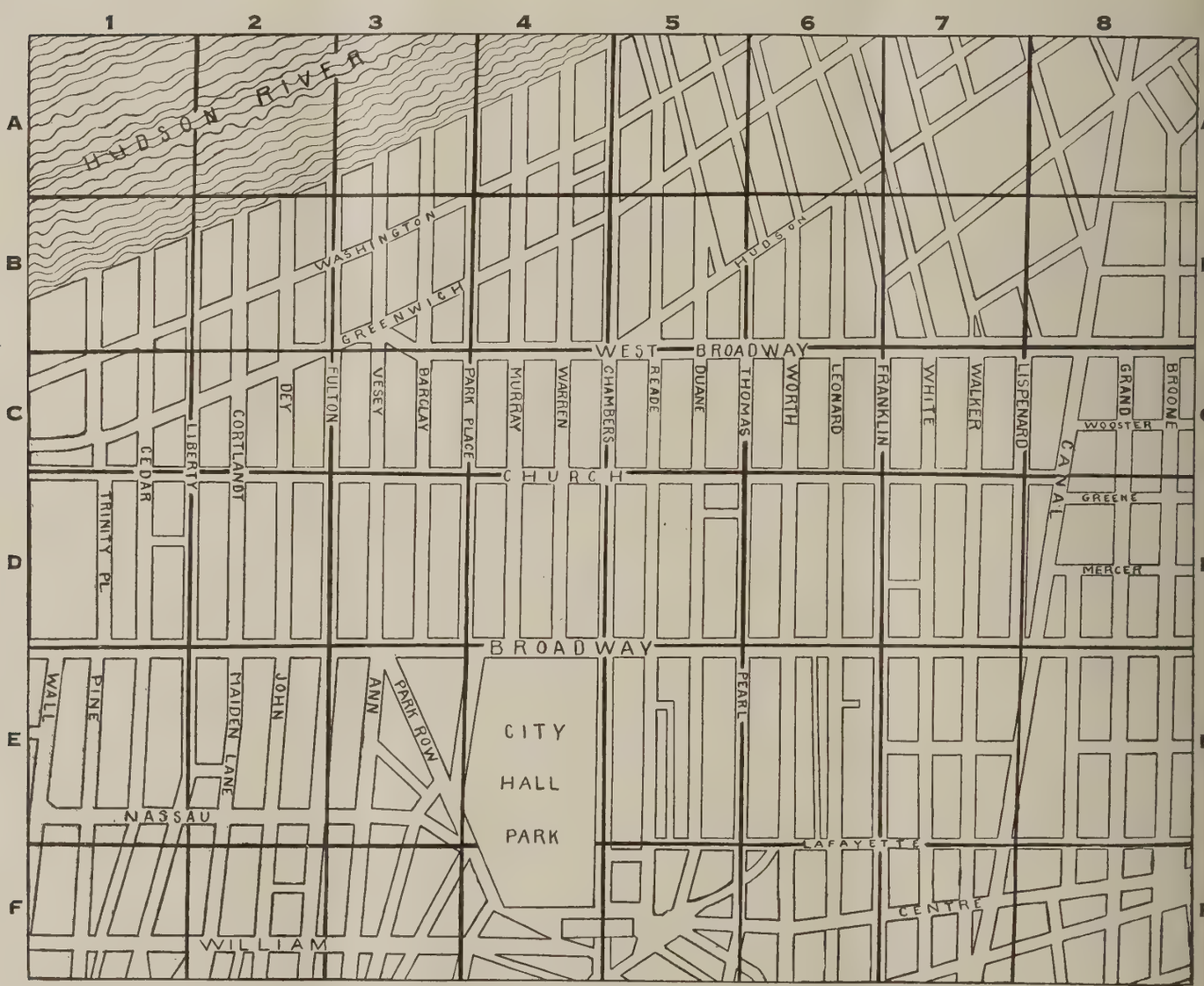
high level—though perhaps not their high peaks—be regarded as the normal level of the future."

The New York "Analist" asserts that "there are only two things so far that may be counted upon with certainity. One is that when the war is over there will be a vast excess of circulating medium in the world —'war money.' Before it can be absorbed legitimately or canceled it will probably produce phenomena such as have always been inseparable from that cause. The volume of business will suddenly fall, owing to the cessation of war's demand for the things it consumes, and then, as the reduced volume of business relates itself by simple arithmetic to the volume of money in circulation, prices will rise.

"The one other thing to be sure of is that there will be fewer men in Europe after the war than would have continued to exist in peace. Therefore, the cost of labor will probably rise, and all the faster because of the fact that money is so plentiful. The price of labor will be affected, therefore, in two ways—by the demand for it, and by the ability of people to pay for it in money. Probably for these reasons there will not be

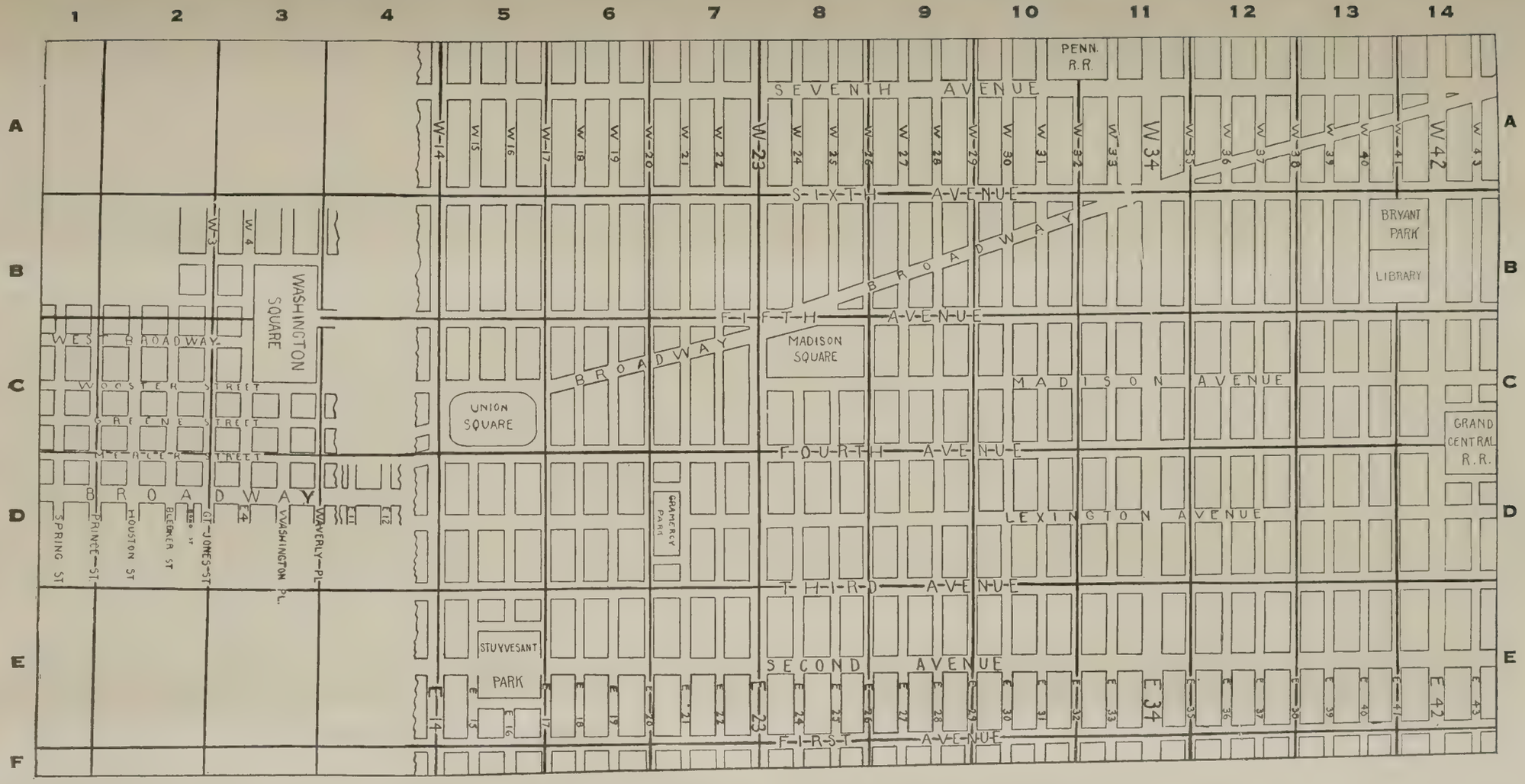
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the exodus of labor from Europe and the rise in the tide of immigration on the eastern Atlantic shore that some economists and many labor leaders have forecast. It is reasonably probable—nay, almost certain—that the ultimate condition of labor will be impaired. There will be first a rise in its money wage and afterward in its real wage. Prices may rise for a time so fast as to absorb the laborer's increase in money wage, so that he will be no better off though he gains more shillings and francs and marks; but prices in time will fall, and wages will not, or, at least, will fall very little. That is the history of wages. The explanation is that a rise in money wages is met, or in modern times invariably has been met, by the introduction of labor-saving devices."

CLAY CASTING CO. ORGANIZED.

THE Clay Casting Co., capital $100,000, has been formed to operate the old Chelsea Pottery at New Cumberland, W. Va. Incorporators: C. L. Gray, Armor Cooper, Ambrose, Harry and Fred Cartwright.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesman on commission basis to handle a well-established glassware line as a side line. None but hustler who can give references need apply. State territory covered. Address A 995, this office.

WANTED—Someone to handle Kayser's glassware, either on a commission basis or to buy outright, as a jobbing proposition. M. KAYSER ART CO., 1227 Twentieth Street, Milwaukee, Wis.

BUYER-MANAGER WANTED.—A position is open at once for a manager and buyer of china and glass and houseware department in a store that caters to a good class, having for its main stock in trade furniture, carpets, rugs, upholstery, drapery materials, etc., and doing a cash and installment business. Applicant must have business ability, a good personality, and a thorough knowledge of the china and glass business. In answering state age, where employed at present, salary expected, etc. Address A 997, this office.

WANTED—A manufacturers' agent in a strictly cut glass establishment in New York City wants an assistant, male or female. Would prefer one with some selling experience. Address A 998, this office.

TO LET.

PART of a loft in the heart of the uptown crockery district, space 20 x 9, with use of counters, shelves and forty feet of mirror backing. Reasonable rent. Or will take on a good line. BATES & LEDDEN, 16 West Twenty-third St., New York.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted,	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain,	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ **Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 5, 1916

THE CONDITION OF BUSINESS.

New York

Trade conditions have not changed very much in the past week, although there has been a little better feeling in and around New York city. Of course no German goods are coming in, but the English and French are sending over a very fair supply.

The domestic potters are not complaining, for business is coming in as fast as they can take care of it. The settlement of the saggermakers' strike has relieved the situation; but it will be a long time before production is normal again. The lack of other labor is still marked in almost every branch of pottery manufacturing.

Manufacturers of glass are producing a little more, although still hampered by the scarcity of small help. The full effect of the child labor law is now felt, and the endeavor to fill in with grown people results in an additional cost and poorer service.

Crockery merchants seem to be inclined to think that they are having more trouble than anybody else; but shortage of goods is prevalent in every other branch of trade. Hardware merchants are finding it exceedingly difficult to keep up their stocks. Dry goods men are complaining, not only of shortage of goods, but of the high prices of cotton. On Monday that staple touched seventeen cents; and when it reached that figure men naturally reverted to the time, a little more than two years ago, when "Buy a bale!" was a slogan. The planters who hastened to sell their product at six cents are now mourning their haste. Wheat at its present price will bring a profit to the farmer because the figure more than counterbalances the loss in yield. Copper is scarce and high. In fact, everything is higher in proportion than crockery and glassware, even with the advanced prices made recently.

New York has seen dull days in the retail trade, but never anything like Wednesday, Thursday and Friday of last week. The streets were almost deserted, and there was a Sunday aspect in the shopping sections. The infantile paralysis epidemic and the street railways strike had their share in bringing about this condition; but they were nothing compared with the Jewish holidays; and the citizens of New York had an opportunity of seeing what an influence the Hebrew population has on trade.

Excellent reports come from New England—business is as good as it can be with the limited supply of wares. New York State is doing fairly well, and in the West trade is excellent. In the Far West, while business is good, there is not quite the snap that is expected from that section. Taken as a whole, however, the retail trade of the country is in a pretty fair condition.

Prospects continue rosy. In spite of all the turmoils, people have money to buy crockery and glassware, and it only depends on the ability of the manufacturer and importer to supply their wants to determine how much money can be made.

Pittsburgh and Vicinity

Glass manufacturers in this district report an increase in orders, and business during the present month and November is expected to be the heaviest of the year. The general opinion is that the volume of business offered during 1917 will be the greatest in the history of the American glass industry. Blown ware continues very active, while the demand for blanks for cutters is the greatest of the year.

East Liverpool and Vicinity

New orders continue to be received from all sections by pottery manufacturers, the majority of the buyers wanting merchandise shipped at once. Back orders are going out in fair volume. Since the saggermakers returned to work the manufacturers are breathing easier, and hope that labor differences are at an end for this season and that production will soon reach normal. Demand for decorated ware is strong. White ware is also in good request, but manufacturers are taking care of decorated business first. Inquiry for 1917 goods is developing, a number of seekers having been active in the district of late.

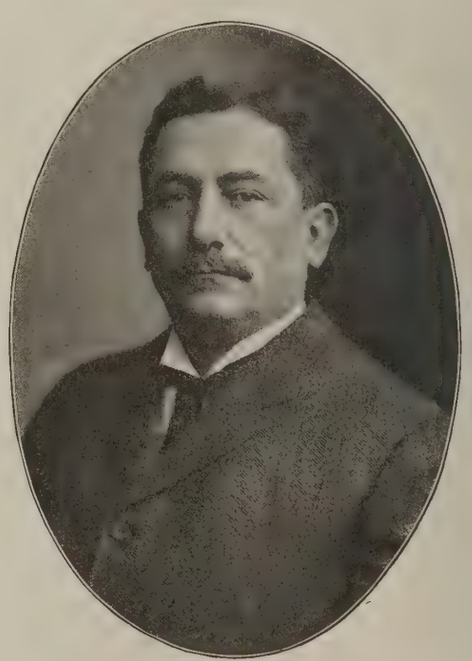
RECENT CUSTOMS DECISIONS.

CHINA tobacco pots or vases, and bronze stands for their support, imported by Gilman Collamore & Co., figured in a decision made last week by the Board of General Appraisers. Collector Malone classified the merchandise at 50 per cent as "smokers' articles not specially provided for," the Collector regarding the pots or vases and the stands as entireties. The importers claimed 20 per cent duty as manufactures in chief value of metal not provided for, it being contended that the articles were entireties for dutiable purposes. Judge Sullivan found that a part of the goods, counting pots and stands, were in chief value of decorated china, while in the balance of the importation the metal bases cost one-half franc apiece less than the china. He said the board was left in some doubt as to the cost of putting the base and vase together. He thought it was a fair assumption, however, that the cost should be equally distributed; at any rate, such a doubt should be resolved in favor of the taxpayer. The protest was sustained in the instances where the metal stands cost more than the china, and overruled in the contrary cases.

The question of the component of chief value in lanterns imported by Morimura Bros. was before Judge Fischer. It appears that the articles were composed of tissue paper, wood, and other materials. The customs men decided that tissue paper predominated in value in the make-up of the merchandise, and accordingly took 30 per cent duty. The importers relied on the plea that wood was the most valuable component. The decision held that a portion of the goods were dutiable at the lower rate claimed, although the Collector was affirmed as to the balance of the importation.

EMIL L. STROBEL DEAD.

EMIL L. STROBEL, president of the Strobel & Wilken Co., this city, died on Monday of heart trouble, aged sixty-two. On Sunday afternoon, with his brother, Wm. R. Strobel, he was playing golf on the Sleepy Hollow links. They had just holed in on the sixth, when, instead of going on, Emil sat down, complaining of an excessive pain over his heart. Later he walked to the club house, where a doctor who was summoned said there was nothing serious the matter and advised that he go home and rest. On arrival there the family physician confirmed the first doctor, and said the patient would probably be all right in the morning. But a few hours later he quietly passed away.



EMIL L. STROBEL.

The founder of the house now known as the Strobel & Wilken Co. was Chas. Strobel, born in Germany, who came to America in 1849 as agent for a Birmingham, England, glass factory. In the fall of that year, with his brother Louis, he began the manufacture of leather goods. In 1861 toys were added. In 1866 Louis died. In 1862 Geo. Wilken, a distant relative, entered the employ of the firm, then known as Chas. Strobel & Bro. Later Mr. Wilken became a partner, and the firm name became Strobel & Wilken. In 1886 they became incorporated, with E. L. Strobel president, Geo. Wilken vice-president, Wm. R. Strobel secretary, and E. H. Kruse treasurer. On January 1 Geo.

Wilken retired, and Walter E. Wilken was made vice-president.

Emil L. Strobel was born in Cincinnati in 1854 and entered the business in 1869. He made his first trip to Europe and became head of the house when his father died in 1877.

In 1886 they opened in New York at 443-445 Broadway, adding crockery, glass and other lines, retaining a branch in Cincinnati. In 1896 they moved to 650 Broadway, giving up their Cincinnati branch. In December, 1913, they moved to their present quarters on West Twenty-third street.

Mr. Strobel was a big-hearted man with a genius for organization, and built up a wonderful business with the aid of his associates. His personality was genial, and he made friends everywhere. He was the soul of honor, and while rather reserved had a way of commanding affection as well as respect. He will be sadly missed both in social and business circles. The body was cremated at Union Hill on Wednesday afternoon.

WM. HOWARD PALMER.

Wm. Howard Palmer, of the cut glass department of the Burley & Tyrrell Co., died last week in Kansas City while on a business trip. He was born in Norwalk, Conn , forty-six years ago, and was buried in the family plot in that city.

CHARLES F. GOSSER.

The death of Charles F. Gosser, president of the Pope-Gosser China Co., Coshocton, O., and a former president of the United States Potters' Association, announcement of which appeared in our last issue, came as a great shock; as he was in the prime of life.

Mr. Gosser was born in Coshocton, and after graduating from the high school entered the jewelry business. In a few years he made his way so far that he had purchased an interest in the store. Later he felt that another field would be more productive, and, casting around for a manufacturing enterprise, decided upon pottery. Combining his business ability with the technical skill of the late I. Bentley Pope, the Pope-Gosser China Co. was formed about twelve years ago, and was successful from the beginning. Mr. Pope was president and general manager, and Mr. Gosser secretary and treasurer. When Mr. Pope died Mr. Gosser was elected to his position, and the measure of success he attained is too well known by the trade to need repetition here.

Last year Mr. Gosser bought the beautifully-located property of the Coshocton Country Club, and decided to erect for himself a commodious home on its grounds. He had never married, but felt that with a home of his own he could enjoy more fully the fruits of his business efforts. Recently he went with the architect to look over the building, and contracted a cold. Pleurisy developed, uræmic poisoning supervened, and carried him off at the untimely age of forty-eight.

"Charley" Gosser, as all his friends called him, was a good fellow, a fine business man, and a gentleman. He numbered his friends by the hundred, and was held in the very highest respect and esteem by every one of them.

THOMAS J. NALEN.

Thomas J. Nalen, employed in the glass department of Tiffany & Co., died last week at his home in Brooklyn, aged forty-five.

AT CHICAGO.

HENRY FOX, for many years a factory representative in this city, has been forced to retire on account of illness. He has given up his office and wareroom on East Randolph street, and the line of the Mohawk Clay Products Co. has gone to W. T. Darden & Co., whose headquarters are in the Palmer House. Mr. Fox also had the representation of the West End Pottery Co., East Liverpool. His successor in this line has not been announced.

* *

Tom Butcher, representing the Central Glass Works, Wheeling, W. Va., has continued on his trip after spending several days here taking orders.

* *

C. B. Ott, vice-president of the Eagle Glass and Mfg. Co., Wellsburg, W. Va., has returned to the factory after looking over the situation in this market.

* *

Ira A. Jones has returned from Coshocton, O., where he attended the funeral of Charles Gosser, of the Pope-Gosser China Co.

* *

Becker, Ryan & Co., department store at the corner of South Halsted and West Sixty-third streets, are giving a series of cooking lessons for the purpose of arousing the interest of housewives in the store. The use of cooking ware and other culinary goods handled by the crockery and housefurnishing department is being very cleverly woven into the lectures.

* *

H. L. Kelly, of Kelly & Reasner, is at the office this week after spending about ten days in visiting the trade in Minneapolis and St. Paul.

* *

D. C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., was among our visitors this week.

* *

One of the features of the street carnivals which are being held in various sections of the city at this time is the disposal of china sets via the wheel-of-for-

tune route. Japanese china, "talked up" by gentlemen from the Orient, is the most prominent. Numbers on a set are sold for five cents each to the populace, and the final resting place of the wheel of fortune in its flight determines who carries home the prize. Each set sold in this manner brings a tidy sum, of course, which if asked in a department store would bring howls of indignation and charges of extortion.

* *

Walter G. Minnemeyer left this week on a trip to the factories he represents here.

* *

Harry Berliner, buyer of glassware for Gimbel Bros., Milwaukee, was here last week.

* *

L. P. Martin, of the Lancaster (O.) Glass Co., who was in this city last week on a Western trip, has returned to the factory.

* *

B. H. Palmer, local representative of the United States Glass Co., is on a trip through his territory.

* *

William E. Renich Co., dealers in cut glass and metal goods, are asking an extension from their creditors. They have been operating two stores—one in State street and the other in South Halsted street. A plan is now on foot to appoint F. M. Hickok trustee. The liabilities of the company are $48,204, with assets of $125,009. The assets, however, are subject to considerable shrinkage. The plan is to discontinue the Halsted street store, as that branch of the business has been losing money at the rate of $300 a month.

A "LIVE WIRE."

THE whirr of wheels, the hammering of brass, the hustle and bustle of men all over the place from early morning until late at night, express more than words the personality of John E. Rohrbeck, manufacturer of mirror plateaux, mirrors for silversmiths, etc. Brim full of energy from the tips of his toes to the roots of his hair, he is awake to every possibility of the business, and his establishment has grown until two immense floors in the large factory building at 157-161 West Twenty-ninth street are crowded with all the men that can possibly be squeezed into the place and work comfortably.

One of the things to which Mr. Rohrbeck attributes his success is his capacity for detail. He never allows even the smallest matter to escape his notice, and instances are cited where he has saved hundreds of dollars in the course of a year in little things which would ordinarily be overlooked by the average manufacturer.

The factory is the last word in modern equipment. Mr. Rohrbeck has installed machines of the very latest type, and claims they are his best investment, for they not only save time, but do the work better. As a demonstration of this he called the writer's attention to the fine work done with the new automatic bevelers, roughers and smoothers employed in making the mirrors. They are so far in advance of the old methods employed that there is absolutely no comparison.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 3, 1916.

BORDEAUX

126	packages	chinaware	Theo Haviland & Co
10	"	"	J H Venon
35	"	"	Wm Guerin & Co
22	"	"	H Creange
2	"	"	G F Bassett & Co
14	"	"	Alpers & Mott
3	"	"	Pitkin & Brooks
85	"	"	Haviland & Abbot Co
4	"	"	G W Martin & Co
1	"	"	J W Dean
13	"	"	J J Hines
21	"	"	Justin Tharaud
33	"	"	L Bernardaud & Co
23	"	"	A G Moment
49	"	"	Vogt & Dose
200	"	"	Haviland & Co
3	"	"	T Herman & Co
90	"	"	Herman C Kupper

LIVERPOOL

7	packages	earthenware	Fondeville & Van Iderstine
11	"	"	G F Bassett & Co
41	"	"	Maddock & Miller
4	"	"	W H Plummer & Co
25	"	"	E Boote
3	"	"	Burley & Tyrrell Co
8	"	"	L Straus & Sons
8	"	"	Miscellaneous Orders
1	"	glassware	Tiffany & Co
38	"	chinaware	Meakin & Ridgway
10	"	"	T S Todd & Co
11	"	"	H C Edmiston
80	"	"	W S Pitcairn
6	"	toys	Geo Borgfeldt & Co
10	"	"	Wells, Fargo & Co

LONDON

290	packages	glassware	Brown Bros & Co
3	"	toys	W H Stiner & Sons
6	"	"	J Wanamaker

ROTTERDAM

79	packages	chinaware	Geo Borgfeldt & Co

COPENHAGEN

3	packages	chinaware	Baltic Trading Co
197	"	glassware	J H Venon
1	"	"	Funch, Edye & Co

GOTHENBERG

9	packages	chinaware	C Dahlen
1	"	"	Furness, Withy & Co
2	"	glassware	C Dahlen
1	"	toys	Geo Borgfeldt & Co

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

As predicted in this column some weeks ago, the discounts on blown goods are the only ones that have been changed. Heretofore these lines were sold on a basis of 50 and 10 off; the new list calls for 45 and 10—an advance of 10 per cent. The increase has not caused any diminution in buying. On the contrary, considerable new business is being received at the advanced price.

The lamp season has started with a boom. Orders for stand, footed and low hand lamps are active, and a good season for the entire line is predicted.

William Bryce, of Toronto, Canada, was a visitor in the district a few days ago seeking a factory that could ship his requirements promptly. He has been in ill health of late, and this was his first visit in some time.

Reuben Haley, chief designer for the United States Glass Co., who has been on a holiday for a fortnight, has returned to his desk.

"Business is good now and is bound to continue active for months to come," said Fred W. Lyon, of Louisville, Ky., when he visited the district a few days ago. Mr. Lyon is one of the largest buyers of glassware in his territory.

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., spent a few days at headquarters here last week.

Thomas Butcher, sales manager for the Central Glass Works, Wheeling, who stopped here on his way from St. Paul, Minn., said: "We are making three new lines for the 1917 trade. They will not be shown until later in the year, however, and then only for delivery next season."

The United States Glass Co. has arranged to make a new line of heavy blanks for cutting purposes, consisting from thirty-five to forty pieces, at their factory "U." The assortment will include many new shapes, and will be the most extensive ever created by this company.

Among the buyers visiting the district recently were Mr. Grossman, of Steubenville, O.; E. P. Salkeld, of the Ruddock Cut Glass Co., Toronto, Canada; H. Hyman, of the China Palace, El Paso, Texas.

A three-day wage conference was held this week—Tuesday, Wednesday and Thursday—at the rooms of the Glass Association, at which the disputes which have arisen in the chimney, paste mold, shade and globe departments were threshed out.

R. E. McCormick was at the Ft. Pitt Hotel a few days ago showing the cut glass lines of J. Hoare & Co.

Not in years has the demand for blanks, pressed, figured and plain, been as active as this season. The call for cut glass for the holiday season is the best in years, and cutting shops are working to capacity. Although these lines are selling at higher lists than formerly, there is no decline in orders, either from department stores or jewelers.

Every lighting glassware factory in this district is working to capacity, and has orders sufficient to insure continued activity throughout the balance of the year.

Representatives of the Dohrmann Commercial Co., San Francisco, spent a few days here last week.

Wheeling, W. Va.

The Central Glass Works are running full, but the other plants are handicapped by want of help. They were fortunate a short time ago in getting a nice lot of potash, which is helping them out very materially.

Wellsburg, W. Va.

According to a recent announcement, a new manufacturing company headed by John Erskine, of Salineville, O., will erect a large glass factory here upon the site of the former Wellsburg Glass Co. The con-

tract for the new building has already been let. It will be a substantial brick structure 240 x 177 feet.

BOSTON BUSINESS NOTES.

BUSINESS is the best for many years at this season. The department stores throughout New England, according to reports brought in by traveling salesmen, are rushed with business and are getting ready to do the largest holiday business in their history. The smaller stores also are trying to stock up ahead for emergencies, and as a consequence orders are being received in Boston in unprecedented numbers and of large size.

"The freight situation is getting on my nerves," said one of the men in the trade this week. "We are getting all the orders we want—and more, too—under the circumstances. Everyone wants his goods shipped first—and, of course, nearly everyone is disappointed."

W. Brown, of W. Brown & Son, Calais, and A. B. Smith, president of the R. J. Sherwood Co., Caribou, were two buyers who dropped around this week from the farthermost confines of the Pine Tree State. They were warmly greeted, as a matter of course. They reported business in eastern and northern Maine as very good.

W. E. Hunter, of the Economy Tumbler Co., paid a visit to Boston this week.

Samuel D. Leen, of The Outlet, New Bedford, has been here.

There is rejoicing at the suspension by the Interstate Commerce Commission of the proportional freight rates which the New Haven, Boston & Maine and Boston & Albany railroads had proposed to put into effect between this city and other eastern Massachusetts points and the New York City terminals. The suspension runs until April 3 next year, by which time the Chamber of Commerce will act to have them declared off entirely. The present rates are on a scale ranging from eighteen cents first class to eleven cents sixth class, including delivery at New York to the Southern steamer lines. Their cancellation by the roads would result in the application of the much higher scale of the local rates, ranging from thirty-five cents first class to fifteen cents sixth class and transfer charges at New York.

The abuse of exchanging goods was well illustrated the other day at one of the large department stores. A woman brought in a cut glass salad dish with a large piece broken off.

"Was it broken when you received it?" inquired the head of the glass department when he was called to talk with the customer.

"Why, no," answered the woman. "When I picked out the design I thought it was all right, but when you sent it home and I looked at it on my own table I decided to change it. On the way in, as I was leaving a car at Park street station, I bumped into a post and broke the dish."

"Well, do you expect the store to make that good, under the circumstances?" asked the astonished head of the department.

"Certainly I do," was the answer.

After a long discussion, during which it became evident that the woman—who, by, the way, has considerable means and is a mighty good customer—could not understand that it really was not up to the store to make good, she was permitted to pick out a new dish in place of the one she had broken.

"If this was my store," said the irate department head, "she never would have gotten it; but the firm believes that it is good policy to keep on the right side of high-toned customers, who seem to have no idea of business methods."

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 16, '16	Corresponding period 1915	Exports Jan. 1 to Sept. 16, '16	Corresponding period 1915
New York	306	437	9103	7219
Boston	60	79	3277	3563
Philadelphia	104	9	548	1942
Baltimore	38	78	2417	5649
San Francisco	1	....	986	1314
New Orleans	3	82	117	647
Portland, Me.	....	....	249	1006
Galveston	....	....	....	10
Newport News.	....	....	....	61
Portland, Ore.	....	1	17	141
Inland Points.	....	....	304	479
Total.	512	686	17018	22031

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 16, '16	Corresponding period 1915	Exports Jan. 1st to Sept. 16, '16	Corresponding period 1915
Boston	60	79	3535	3563
New York	306	437	9148	7219
Baltimore	38	78	2575	5649
Philadelphia	104	9	545	1952
New Orleans	3	82	125	647
Newport News.	....	....	....	61
San Francisco.	1	....	986	1344
Portland, Me.	....	....	484	1006
Galveston.	....	....	....	10
Portland, Ore.	....	1	17	141
Inland Points.	....	....	112	428
Total.	512	686	17527	22020

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The receipt here a few days ago of nearly 75,000 sheets of German decals is evidence that the bar against the shipping of German products by the English has been modified to some slight extent. The consignment consisted of orders booked by American firms a long time ago. Just what methods were followed to get them "through the lines" has not been announced. And the manufacturers do not care. They are satisfied to get the goods without bothering their heads as to the "how."

* *

Buyers will be shown five or six new dinner shapes here in January. The list so far announced is as follows: Thompson Pottery Co., fancy; Taylor, Smith & Taylor Pottery Co., fancy; Knowles, Taylor & Knowles Pottery Co., plain; Southern Potteries Co., two—plain and fancy.

* *

Among the buyers here during the past week were: George F. Hankins, Lexington, N. C.; George A. Vinton, Portland, Ore.; William Bryce, Toronto, Canada; Leo Himmelstern, of Himmelstern Bros. Co., San Francisco; Dohrmann Commercial Co., San Francisco, represented by Messrs. Lindner, Smith and Knox (the latter from the Los Angeles store); Mr. Schwartz, with the Golden Rule Store, St. Paul, Minn.; Clem Kuhlman, with The Fair, Cincinnati; Ferd. Schmitt, with Brinsmaid Co., Des Moines, Ia.; Guy Hawthorne, with Wanamaker's, Philadelphia; Mr. Montgomery, of Kinnear & Montgomery, Lynchburg, Va.

* *

H. P. Knoblock, general manager of the Potters' Co-Operative Co., will return home Sunday from a Western trip which included Chicago, Kansas City, St. Louis and other points.

* *

During a visit here a few days ago, Edward J. Owen, head of the new Southern Potteries Co., Erwin, Tenn., said that the plant would be in operation before Christmas. Designers here are now working on two dinner shapes, and a mold maker formerly engaged at the plant of the Pope-Gosser Co. is now at work at the plant. The company has arranged to erect fifty or sixty five- and six-room houses for its operatives.

* *

Mark Donaldson, of the Homer Laughlin China Co. sales force, has returned to the home office from an early fall trip.

* *

President Homer Taylor, of the Knowles, Taylor & Knowles Co., together with Joseph C. Davis, Western salesman, will leave within a few weeks for the Pacific Coast. The complete 1917 line will be shown to the Coast trade first, but only for next year's delivery.

* *

Cecil E. Taylor, Eastern salesman for the Taylor, Smith & Taylor Co., has been spending a season at the home office.

* *

It has been a long time since so many buyers crowded into the district at this season of the year as has been the case of late. And they are paying more attention to what is available now than they are to their old back orders.

* *

The story is related that a pottery located a short distance from here has a carload order for ware on file that was to have been delivered last February, but that not one piece of ware has yet been made.

* *

Quite a demand is noted by manufacturers for semi-plain dinner shapes.

* *

Modelers are now engaged in perfecting designs for several new jug lines to be shown later in the season.

* *

Work remodeling the former plant of the Chelsea Pottery Co. at New Cumberland, W. Va., by the Clay Casting Co., of this city, will start at an early date. The plant has not been in operation since it was used for the manufacture of electrical porcelain.

POINTERS FOR BUYERS.

ROYAL WORCESTER FOR IMMEDIATE DELIVERY.

A surprising collection of patterns and items in Royal Worcester china is to be had for immediate delivery from the stock department maintained by Maddock & Miller, who are adding to the assortment every week and giving their customers a service that cannot help being greatly appreciated. A glance over the list mentioned in the concern's advertisement in this issue will prove of special interest. Illustrations and prices will be sent on request.

GOLD-ENCRUSTED WARES.

The many good things to be seen at the showroom of Koscherak Bros. in gold-encrusted china and glassware for ready shipment from stock would require pages to tell about. There are complete services in china in any number of refreshingly different patterns, including some very rich effects in service plates. In glassware there are dainty designs galore and original shapes that will be found more than ordinarily pleasing. Atttention is called to the patterns shown in the concern's advertisement, which will give an idea of the beauty of the line. Special orders for monograms, etc., will be executed promptly.

A SHAKESPEAREAN SALAD SET.

A demonstration of the advancement made by the American potter was never more apparent than in a new line of octagonal-shaped salad sets received from the Smith-Phillips China Co. by H. Benedikt. One of the novel decorative treatments consists of a series of scenes from Shakespearean plays, a different scene being employed in each panel of the bowl, inside and out, sixteen being utilized in this one item alone, while each plate has a scene in the center. Heavy coin gold edging on the bowl and lines in panel effect on the border of the plates complete the decoration.

ATTRACTIVE COLORED GLASSWARE.

Cox & Lafferty have just received new items in colored iridescent glass from the Imperial Glass Co. to fill out the line of what is called Imperial Art Ware. It has an emerald green body showing rainbow tints in brilliant collors. It is very different from the ordinary iridescent glass sold at low prices, being of a higher grade and having stronger colorings. Besides green, there are pearl white, pearl red, and amber. More than sixty shapes are shown, including vases, bowls, plates and fancy pieces.

IMITATION MARBLE BOWLS.

There have been so many inquiries regarding the attractive line of Venetian bowls recently put on the market by the United States Glass Co. that the concern has gotten out an illustrated leaflet describing them. All the sizes—4, 6, 10 and 14-inch—are on view at the New York showroom. They are made in what the concern calls "Murano" glass—as fine a reproduction of white marble as it is possible to produce—and are molded so perfectly that they have the appearance of being carved. Birds perched on the edges of the bowls add materially to their effectiveness. They may be had, however, without these if desired.

INCREASED TURNOVER LESSENS COST OF DOING BUSINESS.

A WELL-KNOWN merchant made the following statement before a meeting of merchants like himself:

"I am going to make a strong statement. I believe that almost any merchant in business in this country can increase his business in any year at least twenty-five per cent by systematically planning to do so and carrying out the plans to a finish. Not one of us has his business keyed up to the highest pitch. Most of us make a great show of being busy in planning for our growth, when, as a matter of fact, we are allowing our business to run us.

"If we should go about the matter in a business manner we would find ourselves surprised by the ease with which we can increase our business.

"How do I know? Because I have done it myself."

Here is the method followed by this merchant—a method that any merchant might profit by following closely in the conduct of his own business:

He first set a pace for himself. You know that racers usually have pace-makers to encourage, to stimulate, to tempt, to incite and to provoke them to greater efforts. This principle is applied to the business by setting a figure to be reached. This merchant was no slouch; he was not afraid to venture far. He set an increase of twenty-five per cent for the year as his goal. And he reached it, too. So can you.

He had his show-card writer make a card to nail up over his desk. It read: "Twenty-five per cent more business."

He nailed his colors to the mast. He did not only say he would strive for this advance, but he made it known to others that he intended reaching it. That admonition stared him in the face every time he sat down to his desk, and he kept his own books and looked after the financial end of the business, and consequently he had much work to do at his desk.

But he was not satisfied with that. He wrote on a piece of paper the same inscription and pasted it down solidly on his desk, right where his pen would hit when he was writing. It was never out of sight all the time he was in his office.

Next he called his clerks together and said: "Boys, I am not satisfied with your efforts in making sales. I don't think you are doing all you should. You are not working hard enough for your money."

This naturally took the clerks by surprise; they were thunderstruck and amazed. They did not know what to say or do. And that was what the merchant wanted. He wanted to so impress the matter on their minds that they would not think lightly of it—not forget it quickly. He succeeded.

He then said: "I have not been doing the right thing by you, either; so let us call it square and start over again. You boys are worth more money to me than I have been paying you. (You should have seen them grin.) But, on the other hand, you have not been serving me as faithfully as you should have done. (The grin disappeared.)

"Here is a proposition for you to consider. I intend that this business shall be increased at least twenty-five per cent in a year's time. I can't do it unless you help and unless each of you do your share. I will pay you well for helping me reach this figure, and if you do not do it for me I'll look for help in other quarters. I am convinced this business can be increased, and it shall be, too.

"Help me to reach this figure and your salaries will be advanced ten per cent. Help me to secure this increase without increasing the cost of doing business and your wages will be advanced twenty-five per cent. You will get every cent of the increase due to your own efforts. My profit will come in the lowered cost of doing business."

The compact was made and the merchant became their pace-maker. Every day's business was compared with that of the previous year's record. Every man's record was compared, for this merchant had kept a record of the sales of each clerk for several years, but had made no further use of it than to have the satisfaction of knowing what each man was doing. Now he used these records as a "prod" for an increase.

The salesmen were further encouraged to make every effort to increase their sales by a friendly rivalry that sprang up inside the store. The salesmen all had about equal chances to make sales. Therefore, it was easy to proclaim the leader and the laggard. This was done. Each morning after the sales slips had been audited a list was posted showing the standing of the different salesmen.

This list showed, first of all, the highest for the previous day, then the standing of each for the week, next for the month, and finally for the period from which the contest was started. Each strove to keep his name near the top, even if he could not get it there, for naturally all could not be at the top.

One way in which the boys increased sales was by selling a higher grade of goods. They did not always sell what the customer asked for. If it was possible they sold a higher grade than that called for. This increased their sales and increased the profits—often beyond the per cent of the increase in sales. The customer was better satisfied with the goods sold.

Another way in which they increased sales was by introducing goods to their customers. And right here it might be well to state that each clerk cultivated customers for himself. He asked them to allow him to serve them again if they were satisfied with his service, and he tried to hold them by giving them good service. They got so that many of them had customers who depended almost entirely upon them for suggesting what they should buy. Suggesting new goods and new uses for goods helped each to pile up additional sales.

Many customers went into the store for some insignificant trifle and went out loaded with bundles. The sales were growing rapidly towards the mark set by the merchant.

Unless customers asked for certain clerks, each clerk was compelled to serve the customers in turn, provided always that they were not all busy, which soon became the rule rather than the exception. It was nothing unusual for a clerk to serve two customers at a time, and do this almost continuously. Each clerk was forced to take his chances with the others. There were no favorites in that store—in fact, very little time was allowed to think over the matter, for soon the store was constantly full of customers.

Customers remarked the increase in business—and helped to pile up sales for the clerks.

The merchant had increased his advertising and his appropriations for window trimming in his efforts to reach his goal, and the seshould be given their share of the credit for the increase, which was slightly over twenty-five per cent.

In concluding his recital the merchant said:

"That increase in business has been going on ever since. It was an eye-opener for me. I started into the thing with a determination to win, or know that I could not do it. I was in earnest, all right. But that year was the best year of my business career, for I learned how to do business. I learned to manage my own business. I learned that I had really been allowing the business to manage myself.

"My business is twice as big as it was then. It is still growing; my clerks are getting splendid wages, far better than the other stores are paying, but it is paying me to give it to them. They have to earn their salaries. They do earn their salaries, and I give them the increase ungrudgingly. The clerk is the foundation of every business. Unless he is earnest for a big business the big business will not develop, no matter how hard the merchant works for it.

"Get the confidence of the boys in the store; get them started on a co-operative and competitive basis; and see the business come. It came to me. You can get it if you go after it. Try it!"

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

Subscription Rates, Invariably in Advance:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

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Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 5, 1916.

NUMEROUS telegrams and letters have been received from out-of town crockery and glassware merchants asking if the street car strike in this city would interfere with getting about. The elevated and subway trains are running under practically normal conditions, and the street cars are fast reaching their usual schedules. There should be no hesitation about coming to New York. But it would be well to engage hotel accommodations, as all the popular places are crowded.

KEEP YOUR REPRESENTATIVE INFORMED.

IT is not at all uncommon for a manufacturer to make wares which his resident agent does not handle, and whose first knowledge of the fact comes from seeing them in some other wareroom. It puts him in a humiliating position to be told that he does not know his factory's line. Furthermore, a buyer loses confidence in the agent if the manufacturer does not keep him posted. If the agent does not know about these goods, perhaps he does not know about others; and the buyer wonders if he had not better go over the representative's head and apply direct to the factory for goods and prices.

Many factories make items that, while not exactly from private molds, are nevertheless sold only to a few concerns. It is to this class of goods particularly that reference is made, because, while selling only to a few in the beginning, the demand may occasion the extension of the sales, and the first thing the agent knows he meets goods from his own factory that are new to him.

It would seem to be only fair to these agents that they be informed of all goods the factory makes, if for no other purpose than to save them from the embarrassment of having to plead ignorance on a subject that rightfully is part of their business.

PERSONAL.

ASIDE from a tired arm from excessive handshaking with the many friends who have called at the office of C. Dorflinger & Sons to welcome him back, Lambert Dorflinger, who arrived home this week on a months' furlough from McAllen, Texas, where the Seventh Regiment, of which he is a member, has been stationed since June, he is feeling tip-top, and looks as though the life of a soldier thoroughly agreed with him. If he has suffered any hardships he doesn't show their effects, for, despite his illness, which kept him confined for several weeks in the regimental hospital, he has gained weight, and, his muscles hardened to pefection, looks like the type of man the country could depend upon if put to the test.

C. A. Atwood, buyer for the Proctor & Gamble Co.'s premium goods department, Cincinnati, arrived in town on Tuesday to place orders.

The marriage of Earl R. Crooks, son of Guy E. Crooks, general manager of the Crooksville (O.) China Co., to Miss Fannie Parker took place at the home of the bride's mother at Columbus, O., Wednesday Sept. 27. Mr. Crooks is a graduate of Wabash College, Crawfordsville, Ind., and is associated with his father in the management of the Crooksville China Co.'s plant. Mrs. Crooks is a graduate of the Ohio State University of Columbus, and for the past three years held a position as instructor in the Crooksville High Schools.

Eugene Sainson, traveler for Vogt & Dose, left on Monday for Boston, where he will show his line at the Parker House for several days before proceeding to other points in New England.

It will interest a lot of people to know that "Jake" Hartmann, who for so long was buyer for Ludwig Baumann & Co., and later president of the American Art Glass Co., some time ago associated himself with Chas. Higley, paying teller at the Broadway branch of the Corn Exchange Bank, and together they are conducting three garages in Brooklyn. That the business is

a paying one is evidenced by the fact that Mr. Higley gave up a position he had held for seventeen years to devote his whole time to it.

⚜

The old-time crockery salesman, Geo. S. Smallwood, familiarly known as "Chips," who is now practising osteopathy, has recently moved his residence to 838 Park avenue, Brooklyn. His New York office is at 110 West Thirty-fourth street.

⚜

J. L. Bradshaw, of Stratford, Canada, was in town this week—not so much to buy goods as to see what he could do about getting those he had already ordered.

⚜

E. W. Hammond arrived home on Wednesday from a visit to the Knowles, Taylor & Knowles pottery at East Liverpool.

⚜

L. O. Griffith, of the Jefferson Glass Co., Follansbee, W. Va., left for home on Tuesday night after spending several days in town consulting with the concern's New York agent, Frederick Skelton, and the local representative of the firm's lighting glassware line, L. W. Young. C. H. Blumenauer, president of the company, was also a visitor with Mr. Skelton.

⚜

Milton Rogers, buyer for Geo. V. Millar & Co., Scranton, Pa., was a visitor at a number of the local showrooms the first part of the week.

⚜

Having fully recovered from his recent illness, Donaldson Miller, Southern traveler for Maddock & Miller, left for Savannah, Ga., on Wednesday, to resume the trip he was forced to discontinue two weeks ago.

⚜

J. J. Hines, who started on Sunday for a trip through the West with his line of china, glassware and novelties, expects to keep his order books working overtime. Also his check book, now that J. J. Jr., has entered the Massachusetts Institute of Technology.

⚜

Henry Saul returned on Sunday after spending two months touring the West in the interest of the Saul Mfg. Co. He says he did a fine business.

⚜

Ex-Senator N. P. Scott, president of the Central Glass Works, Wheeling, W. Va., was in New York Monday on his way to Boston.

⚜

Joseph A. Potter, formerly of Wood, Bigelow & Potter, Providence, R. I., who at one time were large crockery dealers, was visiting some old-time friends in the downtown district on Monday. Mr. Potter is now auditor of the town of Norwich, R. I.

⚜

Maurice Caro, buyer for Mitchell, Woodbury Co., Boston, made a brief visit to New York on Tuesday.

⚜

Harry Malgood, of the Hirsch-Malgood Co., manufacturers of glass spoons, returned last Thursday from a trip through the Middle West that he termed a "crackerjack." He said the firms he visited were doing a big business, but all were complaining of being handicapped by inability to get goods delivered from factories—not only china and glass, but all lines.

⚜

S. Ono, of the Tajimi Co., who has been in Japan for several months on a visit to the concern's factories, arrived in Seattle on Sunday, and is expected at the New York office Friday.

⚜

L. D. Merick, Berlin, Canada, was here trying to hurry up shipments of goods ordered weeks ago.

⚜

W. S. Pitcairn came home on the Baltic last Friday from a hurried trip to England. He says the potters are all as busy as can be, and so engrossed with the war that it is scarcely possible to talk business. There was a unanimity of expression that every endeavor would be made to carry the war to a satisfactory conclusion in favor of the Allies. It was the one absorbing thought everywhere. He was amazed at the work the women are doing all through England. Not only are they engaged in Red Cross work, but are filling every conceivable position formerly occupied by men—street car and motor-bus conductors, elevator attendants, hotel clerks, etc. He said he thought he knew the English people, but they have developed new attributes since this terrible conflict began.

⚜

J. H. Venon will leave in the early part of next week for a fortnight's trip through the Middle West.

⚜

R. Duhrssen arrived home from a visit to Europe on Monday, having been a passenger on the Hellig Olav.

⚜

Other buyers in town were T. H. Whan, for Elliot, Taylor & Woolfenden, Detroit; P. L. Beck, for Baltimore (Md.) Bargain House; E. Wolff, for "Hillman's," Chicago; E. M. Kyser, for Marshall Field & Co., Chicago; F. S. Hulse, for Clarke Bros., Scranton; R. S. Kauffman, Wilkesbarre; James F. Leary, for Houghton & Dutton Co., Boston; W. J. Moreland, for E. Malley & Co., New Haven; J. A. Cooke, of Hammond & Cooke, Monticello, N. Y.; J. H. Kazanjian,

Newport, R. I.; J. H. Reese, for Hager & Bros., Lancaster, Pa.; Frank W. Gardner, for Shepard-Norwell Co., Boston; Leo. Himmelstern, San Francisco; T. Barker, for R. H. White & Co., Boston.

U. S. GLASS CO. TO GO UPTOWN.

THE United States Glass Co. signed a lease this week for a salesroom in the Albemarle Building, Twenty-fourth street and Broadway, where the company will occupy spacious quarters on the north side of the thirteenth floor. The removal uptown of this large concern marks an important epoch in the trade, as it will undoubtedly have the effect of influencing other glass salesrooms to follow its course. Manager Ed. Craig, upon whom rested the responsibility of selecting the new quarters is to be congratulated, as they are in the very heart of the uptown china and glassware district, directly opposite the Fifth Avenue Building, facing Madison Square. The building itself, which has just been completed, is most attractive architecturally, both inside and out, and contains every convenience in equipment and construction that the modern builder has devised. The concern will spare no expense in fitting up the place, and Mr. Craig is now busily engaged working upon plans for a decorative scheme different from anything heretofore seen in a glass salesroom. He expects to move just as soon as the work of installing fixtures and fittings is completed.

MANY REAPPRAISEMENTS.

REAPPRAISEMENT dockets prepared for the fall term of hearings before the Board of General Appraisers reveal the largest number of controversies over questions of value on imported merchandise in the history of the customs tribunal in any similar period. The long-drawn-out conflict in Europe, coupled with the attending upset in commercial markets in all parts of the world, has completely done away with all-time price standards.

A customs official summed up the present situation when he said: "Fluctuations in foreign market prices are becoming more marked as the war proceeds, since, especially in the European countries, the manufacturing costs are apparently mounting all of the time. These cost and price changes make it imperative that the customs officials scrutinize invoiced or entered prices most carefully. It happens frequently that when we call upon importers to substantiate the price put down on their entries they are unable to do so without recourse to cables or letters, both of which nowadays may turn out to be slow methods of getting the data wanted."

This man said that while it was the practice of the Appraiser's Office to give importers the benefit of doubts wherever possible, such a course could not properly be followed in many cases. In such instances, he added, it was considered advisable for the reappraisement division of the Board to pass upon the questions at issue between the Government and the merchants.

It was said at the offices of the Board that the number of valuation protests now on file was unprecedented and would tax severely the membership of the tribunal in hearing and determining the appeals. As in the local Appraiser's Office, so before the Board, the settlement of many protest cases was hampered, it was stated, by the long delays in getting documents forwarded from Europe and essential in reaching decisions.

GREAT TIME PROMISED FOR OCTOBER 19.

EVERYONE in the trade who can swing a golf stick, or thinks he can, should make a special effort to be on hand Thursday, October 19, the date of the final game of the season to be played by the Pottery, Brass and Glass Golf Association. The beautiful Essex County Club at West Orange, N. J., with its interesting and picturesque course has been selected as the place; and to fittingly celebrate the end of the season's very enjoyable series of games the members will dine at the club in the evening, at which time the various prizes contested for at the five tournaments will be presented.

Members taking train from New York should buy tickets for Orange. Cabs may be taken from the station to the club. Trains leave Hoboken at 8:20, 8:30 and 9:30 a.m.

In addition to the club trophy, a prize is offered by President Pitcairn, and there will be final competition for the Wedgwood trophy for the best selected score for the season.

BUSINESS BRIEFS.

The Rochelle Public Stores Corporation will operate five and ten cent stores with a capital of $10,000 at Dobbs Ferry, N. Y.

* *

In a fire which destroyed a city block on Carson street, Pittsburgh, September 27, the china store of Leo Dyn, at No. 1406, was damaged to the extent of $1,000.

* *

A petition in bankruptcy has been entered against the Talking Toys Corporation, 243 West Seventeenth street. Liabilities are estimated at $60,000; actual assets at $50,000. The company was incorporated December 28, 1915, with capital stock $550,000 to act as selling agent of the Talking Doll and Novelty Co., situated at

the same place, which has also been petitioned in bankruptcy, with liabilities estimated at $40,000 and assets $20,000. It was stated that the latter company had transferred a large part of its assets to the Talking Toys Corporation in order to put them out of reach of creditors, and the place of business closed.

GETTING READY FOR JANUARY.

PLANS for the annual glass and pottery exposition in the Ft. Pitt Hotel, Pittsburgh, are maturing rapidly, and so far twenty-six permanent reservations have been made. Indications are that over a hundred exhibits will be housed here during January. Those already listed are as follows:

Hocking Glass Co, Lancaster, Pa.. { Collins, I J / Von Stein, C F
Diamond Glass Co, Indiana, Pa. ....Thomas, H W
Lancaster (Pa) Glass Co..... { Martin, L P / Garrett, G G
Mayer China Co, Beaver Falls, Pa...Mayer, A E
H Northwood & Co, Wheeling, W Va.Northwood, C
Taylor, Smith & Taylor, Chester, W Va.....Taylor, C E
Paden City (W Va) Glass Co.....Fisher, David
Steubenville (O) Pottery Co..... { Wintringer, H D / Neal W R
Brush-McCoy Pottery Co, Zanesville. O.....Vaughn, F N
Duncan & Miller Glass Co, Washington, Pa..... { Rent, J R / Graeser, A A
Economy Tumbler Co, Morgantown, W Va ..... { Hunter, W E / Kenney, S P
S Herbert Glass Co, New York .....Hamblin, E E
McKee Glass Co, Jeannette, Pa.....Branum, F G
Crooksville (O) Pottery Co.....Conner, H K
West End Pottery Co, E Liverpool...Curry, J P
Phoenix Glass Co, Monaca, Pa.. ....Whitney, H B
E P Kupfer Cut Glass Co, New York.Benford, M S
D C Jenkins Glass Co, Kokomo, Ind.Jenkins, H C
Bryce Bros Co, Mt Pleasant, Pa... { Bryce, G S / Duval, W H
Co-operative Flint Glass Co, Beaver Falls, Pa .....Reaper, W A
Sunshine Cut Glass Co, Cleveland, O Reddrop, C F
National China Co, Salineville, O....Wilgus, E E
Fenton Art Glass Co, Williamstown, W Va.....Fenton, R C
Vodrey Pottery Co, E Liverpool.....Copperstone, T A
S A Weller Pottery Co, Zanesville, O Woodworth, G H
Jno B Higbee Glass Co, Bridgeville, Pa.....Clarke, Ira M

THE PRICE-TICKET APPEAL.

THE value of price tickets in show windows is not always recognized as it should be. Frequently merchandise is placed in the window that is attractive enough to cause the paserby to stop and look. That is not the purpose of the display, however. The real purpose of all window display is to sell the goods, and on account of the lack of price tickets hundreds of sales are lost every day.



Nick and Pull—ready!
for clear price-marks.

You mark them up easily, quickly, plainly with the Blaisdell china-marking Pencil—china, glass, metal, art objects, and all smooth surfaces—without scratch or smear.

Attractive business-bringing signs, window-cards, and store placards in bright colors are also easily made if you "nick and pull" a Blaisdell pencil.

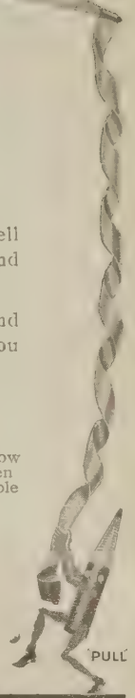
BLAISDELL CHINA MARKING PENCILS

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 Black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross. Order by number from your jobber or stationer.

Blaisdell is a complete line of pencils—*every* kind for *every* commercial purpose.



Blaisdell Paper Pencil Company
PHILADELPHIA

Most persons, particularly men, dislike to go into a store, examine an article, ask questions about it, and then go out without buying; and no matter how much they would like to have the article shown in the window go without it.

The price does not necessarily need to be a bargain; that is not what they are looking for. In fact, most men don't know a bargain when they see it. They want to know if the price is within their means before examining iurther. It is a common thing to see men walk along the street and glance in the windows until they see one with whatever they need or fancy with prices on and stop.

THE EIGHT-HOUR DAY.

IN a pamphlet issued recently by the National City Bank of New York the eight-hour day is discussed as follows:

"As applied to industry generally it is something about which it is unwise to be dogmatic or arbitrary. It is best dealt with in a practical, experimental way, as the work-day has been shortened in the past, without sweeping changes. It has been found in some industries, to the satisfaction of employers, that year in

and year out as much work is done by men working eight hours as in ten hours; and where this demonstration is made there is no more controversy. Society is interested in having hours of labor so adjusted that the workers will develop and maintain their highest efficiency and give the highest volume of production; but that would not make the hours the same in all occupations. If the work-day is reduced below this point of maximum results the supply of products will be reduced, and if wages are not directly lowered they will buy less, which amounts to the same thing. If railway trainmen are to make shorter runs in the future more men will be required in that service, and they will have to be withdrawn from farming and other occupations. Production will be curtailed, and no member of the community can escape the effects of it, any more than he can escape the effects of rust upon the wheat crop or of the boll weevil upon cotton.

"When it is said that society has made up its mind to the eight-hour day, are we to understand that society has definitely concluded to work less, produce less, consume less and be less ambitions than in the past?

"The fact is that there never was a more inopportune time than now for doing anything that will have the effect of reducing production. The withdrawal of millions of men from the ordinary industries for service in the armies, and for war work, has already advanced the prices of all the necessaries of life, and put a check upon the normal progress of the world. The only way society can recover these losses and resume its forward march is by increasing the productiveness of its industries, and at this time the United States is almost the only large country where this can be done. Common sense, common patriotism, common sympathy with and loyalty to humanity the world over, call upon the people of this country to work in this emergency as they never worked before. To insist upon having an easier life at such a time, when it means greater hard-

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THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

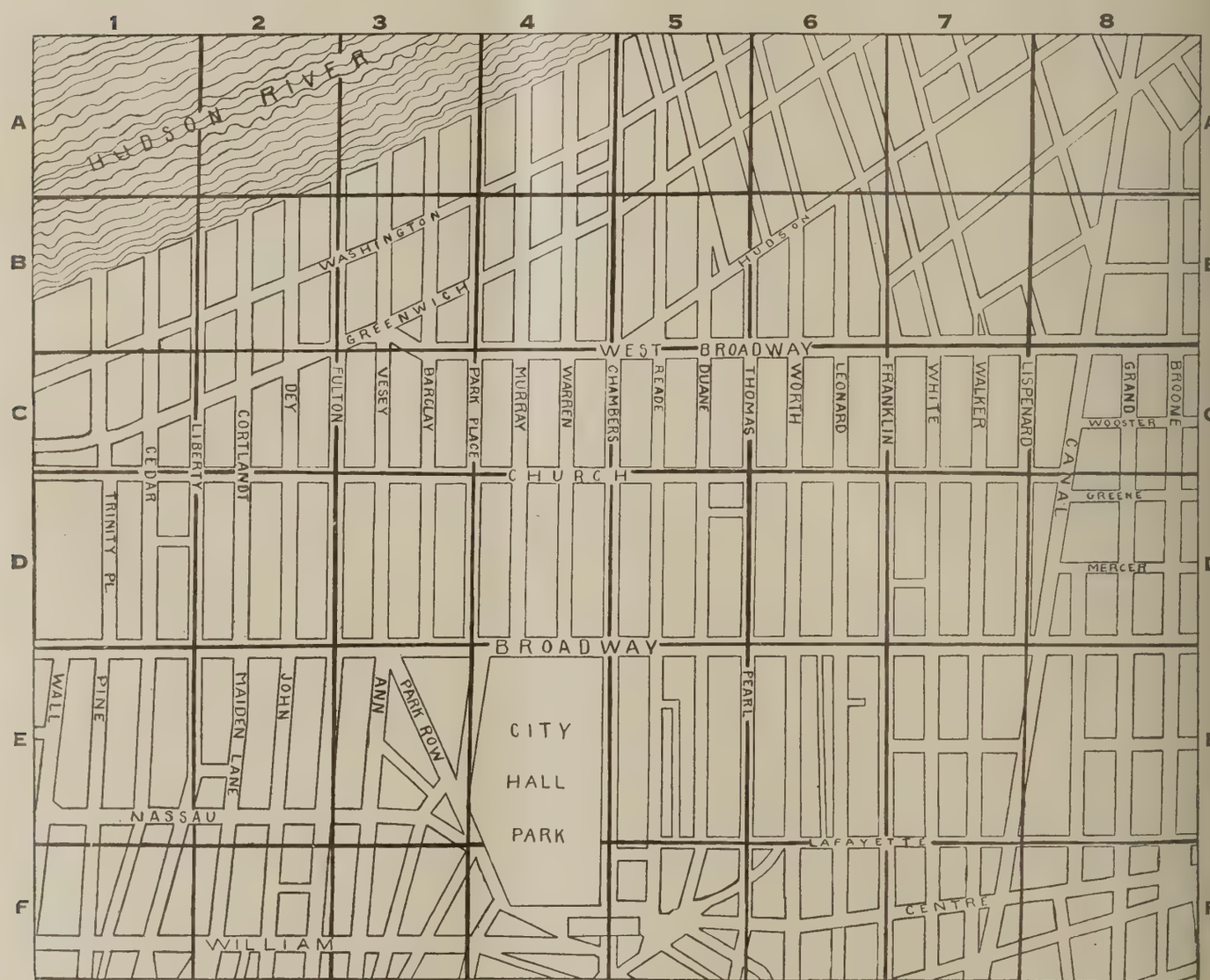
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ships for all the world, would be like taking a holiday when work was needed to keep people from starving. If the facts were seen in all their true relations the American people would do nothing of the kind.

"And that is not all. The industries and trade of this country are involved so closely with the trade and industries of other countries that we cannot reorganize our industrial system upon a radically different and artificial basis without suffering hereafter. The present exemption from foreign competition is only temporary. We must come back in time to approximately the same relationship to world values as existed before the war. Gold will be the standared of value here and abroad. If we fancy that we can raise all wages and all prices in this country to a relationship with gold which takes no account of that ruling in other countries we shall be dreaming of a fool's heaven. In the first place, if it were possible to so isolate ourselves we would be losers instead of gainers by it; in the second place, such isolation is impossible, and an attempt to maintain such an artificial structure would certainly be to expel gold from this country, as the one thing that could be exported

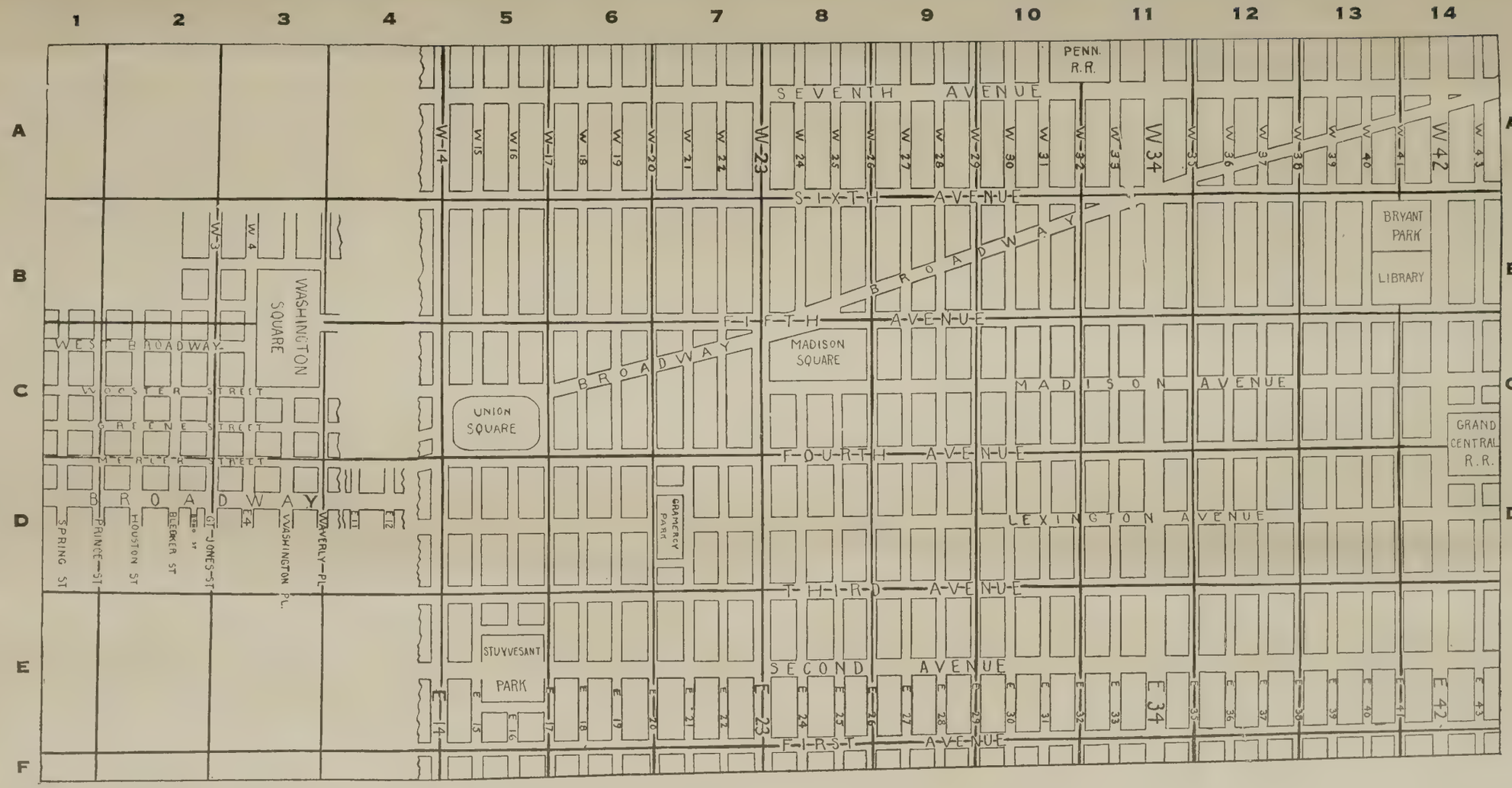
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Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 129-131 Fifth ave.....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave.....C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8
Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave.....C 6

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

Continued from page 22.

advantagously, and the result would be a paralysis of enterprise and industry. History has shown repeatedly that a state of prosperity which is based upon abnormal conditions, such as exists now in the United States, carries very grave perils. Even though all possible restraint and wisdom be exercised, some degree of reaction is bound to follow. That reaction will be made worse by every departure from the economic principles which govern business affairs the world over."

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

Statement for October 1, 1916, of the ownership, management, etc., of the CROCKERY AND GLASS JOURNAL, published weekly at New York, N. Y., as required by the Act of August 24, 1912.

State of New York, } ss
County of New York. }

Before me, a Notary Public in and for the State and County aforesaid, personally appeared Geo. Whittemore, who, having been duly sworn according to law, deposes and says that he is the editor of the CROCKERY AND GLASS JOURNAL, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in Section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor and business managers are:

Publishers, Whittemore & Jaques; editor, Geo. Whittemore; managing editor, Geo. M. Jaques; business managers, Whittemore & Jaques, all of 92 West Broadway, N. Y. City. Owners, Geo. Whittemore, Geo. M. Jaques, S. H. Rhodes, all of 92 West Broadway, N. Y. City. Known bondholders, mortgagees, and other security holders, holding one per cent or more of total amount of bonds, mortgages, or other securities, none.

GEO. WHITTEMORE.

Sworn to and subscribed before me this
25th day of September, 1916.
FRED M. HARRIS, Notary Public,
City of New York.
(My commission expires March 31, 1918.)

BUSINESS OPPORTUNITIES.

WANTED—By a resident agent in Australasia and New Zealand, with headquarters in Sydney, lines of oil, gas and electric fixtures, lighting glassware, table glassware, crockery and metal novelties. Will be in New York until October 31. Address A 999, this office.

TO LET.

PART of a loft in the heart of the uptown crockery district, space 20 x 9, with use of counters, shelves and forty feet of mirror backing. Reasonable rent. Or will take on a good line. BATES & LEDDEN, 16 West Twenty-third St., New York.

TO LEASE—Exceptional location in the heart of the shopping district of Quincy, Ill. Population 40,000, with additional population of 60,000 in the surrounding towns. Modern store, size 23 x 100, three floors and basement. Two up-to-date show windows. Particularly adapted to china, glassware, leather goods and housefurnishings. For particulars address J. J. REIB, Quincy, Ill.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE.	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR.	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ **Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 12, 1916.

THE CONDITION OF BUSINESS.

New York

Trading in the warerooms of the importers continues light, but the men on the road are getting very good orders considering that they have to meet the objections of buyers that goods already bought have not been delivered. Why, then, should they buy more? they ask. The salesmen seem to have persuasive powers enough to overcome this, suggesting that if it takes so long to get goods buyers had better be prepared for the future. The argument prevails, and the orders are booked. Mail orders are coming in in fairly good quantities for stock. The amount of the latter in the hands of wholesalers is getting low. The surprising thing is that it has held out as long as it has. Arrivals from Europe have helped out a little, but the time is coming when there will be almost nothing.

The local agents for glass have had a little better demand this week than for some time past. One or two good orders have been taken, and numerous small ones.

Agents for the potteries have not been soliciting business to any great extent, and are giving no encouragement as to when goods can be delivered.

Our report from the domestic factories show that business is keeping up splendidly. There has been an increased demand for glass, and the potters are getting a normal business. The output of the glass factories has been slightly increased, and the potters are beginning to get better returns from the men. If there are no more set-backs the potters will soon reach their capacity. Both glass and pottery manufacturers are still hampered by the want of help, and there does not seem to be any prospect of the supply being increased.

Retail trade in and around New York improved a little. The epidemic of infantile paralysis has been officially declared off, the transportation companies are fast getting down to normal conditions, with the exception of Election Day there will be no more holidays until Thanksgiving, and consequently there is every prospect of getting business from now to the end of the year. Retail trade throughout the country, other than the metropolitan district, is good.

Merchants all over the country are simply howling for wares, and it is amusing to read some of the letters from interior points. One would suppose, from the tenor of these epistles, that the wholesalers and manufacturers had combined against particular firms. Others write as if they should have precedence over everybody else. A few, however, seem to understand and appreciate conditions, and ask that their wants be attended to as soon as possible. It seems hard to convince the retail trade, taken as a whole, that both manufacturers and importers are just as anxious to give them goods as they are to get them.

East Liverpool and Vicinity

A slight increase in production is noted in practically all potteries in this district. New business is still being received in liberal volume. Some manufacturers say that their orders now on file are

sufficient to insure operations for four months; others that no more business is wanted for this-year delivery. All believe that costs of production will undergo another increase ere long, and that this in turn will most likely cause another advance in the selling lists. A greater number of workers is being employed, but forces are still below normal.

Pittsburgh and Vicinity

The influx of orders continues strong with all glass manufacturers in this district. The Ohio and West Virginia plants are just as active, and many have sufficient orders on file for continued operations throughout the balance of the year. The demand for the higher-priced lines of glass is quite marked, and manufacturers are making no effort to push the cheaper lines to the front. Business is being booked in liberal volume from all sections. Inquiry concerning 1917 delivery is developing, the larger buyers anticipating the future as much as six months.

COURT OF CUSTOMS APPEALS.

THE United States Court of Customs Appeals started its autumn term in Washington on Tuesday. The court was originally scheduled to resume its consideration of customs cases on the previous Tuesday, but, owing to the serious illness of Judge De Vries, the opening was postponed a week in order that appeals might be heard by a full bench. The majority of cases to be heard represent protests filed by New York importers. Twenty-one issues are set down for trial in the first week of the session.

CHEERING WORDS FROM "LITTLE RHODY."

PROVIDENCE, R. I., Oct. 3.

Editor CROCKERY AND GLASS JOURNAL.

I am enclosing $2 in renewal of subscription for CROCKERY AND GLASS JOURNAL. I look forward to the arrival of this paper every week with pleasure, as I receive a considerable amount of information as to conditions of business from the manufacturing point of view as well as the retail. I also like to note the success of the numerous buyers throughout the country whom I know personally.

The china and glass business with us since the first of June has been remarkable and has kept up all through the summer months. We have already oversold our entire dinnerware business of 1915 by 151 dinner sets, our sales running this year to higher-priced sets. In our cut glass department we are confining our stock exclusively to genuine potash glass and the better floral cuttings, and our business in these has also been on the increase. Your respectfully,

BERNARD G. TWITCHELL.
Buyer for Callender, McAuslan & Troup Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 10, 1916.

LIVERPOOL

2	packages	earthenware	Fondeville & Van Iderstine
1	"	"	J W Masters & Co
6	"	"	G Collamore & Co
4	"	"	Gimbel Bros
3	"	"	J Wanamaker
6	"	"	Davis, Collamore & Co
43	"	"	Maddock & Miller
51	"	"	W S Pitcairn
8	"	"	J Davison
29	"	"	E Boote
42	"	"	G F Bassett & Co
9	"	"	W H Plummer & Co
5	"	"	Burley & Tyrrell Co
12	"	"	Guarantee Trust Co
15	"	"	T S Todd & Co
1	"	"	Rowland & Marsellus Co
1	"	"	Reddin & Martin
13	"	chinaware	Meakin & Ridgway
27	"	"	Vogt & Dose
3	"	"	Pitt & Scott
15	"	"	H C Edmiston
8	"	"	Alpers & Mott
2	"	"	Rich & Fisher
8	"	"	T S Todd & Co
56	"	glassware	T W Morris & Co
9	"	toys	Geo Borgfeldt & Co

BORDEAUX

1	package	glassware	Davies, Turner & Co
11	"	"	Snow's U. S. Sample Express Co
4	"	toys	B Shackman & Co
3	"	"	Strobel & Wilken Co
4	"	"	J Wanamaker
1	"	"	F B Vandergrift & Co

COPENHAGEN

87	packages	glassware	J H Venon

GLASGOW

1	package	glassware	P Oriel

GENOA

2	packages	chinaware	A J Coccaro
2	"	"	American Shipping Co

HAVRE

5	packages	chinaware	F W Masters & Co

LA PALLICE

55	packages	chinaware	Theo Haviland & Co
15	"	"	Wm Guerin & Co
3	"	"	J Wanamaker
39	"	"	Haviland & Abbot Co
16	"	"	Justin Tharaud
19	"	"	L Bernardaud & Co
21	"	"	L Straus & Sons
51	"	"	Herman C Kupper

LONDON

2	packages	chinaware	Knowlton & Sackett

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

30	packages	earthenware	Jones, McDuffee & Stratton Co
12	"	"	Stone & Downer Co
79	"	"	American Express Co
4	"	"	Rowland & Marsellus Co
52	"	"	Mitchell, Woodbury Co
1	"	"	Charles R Lynde
2	"	"	Joel Koopman

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

IT would be difficult to find a finer collection of popular-priced electric and gas portables than that displayed by the Imperial Art Glass and Lamp Works. The concern prides itself upon the exclusiveness of its designs and the best quality obtainable for the prices asked. The lamp shown below, known as No. 605, is



BY THE IMPERIAL ART GLASS AND LAMP WORKS.

only one of a variety of designs that are going big with the concern. Its graceful shape and daintiness, and the substantiality of workmanship and materials, at once attract attention. Another feature that contributes to the beauty of the lamp is the combination of art glass in the shade. The panels are of a very delicate cream color with veins of faint yellow, while that in the border is a rich shade between a burnt orange and red, harmonizing beautifully with the rest. The base and standard are in a brushed brass finish. The lamp is made for two or three lights, and may also be had for gas. It will be worth the time of the buyer who is unable to pay a personal visit to write the concern, whose advertisement appears on another page of this issue, for information regarding other "live wire" designs.

Another novelty added to the list of the noteworthy achievements of the Lancaster Glass Co. has just made its appearance at the showroom of Frederick Skelton. This time it is an exceedingly odd little candlestick, or night lamp, made to represent a jack-o'-lantern. The reproduction of a pumpkin with a face cut in is just as clever as can be. They make fine dinner favors, besides being especially pleasing to children. They should make a fast-selling specialty for the holiday trade.

The Enell Chandelier Co., 250 West 108th street, has filed schedules showing liabilities of $15,290 and assets of $8,410.

A number of new designs have lately been added to the Royal Art Glass Co.'s line of electric and gas portables and comprise some of the best patterns they



BY THE ROYAL ART GLASS CO.

have turned out in a long time. A beautiful Adam design in a rich verde finish has an urn-shaped base and a beautifully-proportioned and gracefully-shaped shade,

the latter having an overlay border in verde with slight touches of gold that give the design just the needed life. Then there is a very pleasing number in an acorn pattern with a heavy overlay border on a mushroom-shaped shade. This, finished in antique brass, is one of the most effective patterns in the display.

A late importation of "Gouda" ware, made by a celebrated Holland factory for which E. Torlotting is the American representative, includes vases made especially for lamp mounts and some very quaint shapes in candlesticks. "Gouda" ware introduces a new idea in decorative treatment and coloring that is finding wide appreciation in this country.

This is National Gas Lighting week—a country-wide movement on from October 9th to 14th to familiarize the public with the superior advantages of modern gas lighting. All the gas companies have arranged special displays and are carrying on advertising campaigns to educate the public in the latest forms of lighting by gas.

The Pittsburgh Lamp, Brass and Glass Co. filled an unusual order recently. A customer sent to the assembling plant a ten-inch shell which had been forwarded to a party in Pittsburgh from an acquaintance in England and asked that it be mounted on a brass base and made into an electric portable.

WELL TO REMEMBER.

THE man who invests in more knowledge of the business than he has to have in order to hold his job has capital with which to buy a mortgage on a better one.

A man who has his desk littered with yesterday's business has no time to plan for to-morrow's.

There isn't any such thing as being your own boss in the world, unless you are a tramp—and then there's the constable.

Remember that when you're in the right you can afford to keep your temper, and that when you're in the wrong you can't afford to lose it.

Enthusiasm is the best shortening for any job; it makes heavy work light.

Putting off an easy thing makes it hard, and putting off a hard thing makes it impossible.

They are two things to which you never want to pay attention: abuse and flattery. The first can't harm you, and the second can't help you.

Worrying is the one game in which if you guess right you don't get any satisfaction out of your smartness.

Small fellows use language to conceal thought, but a good many more use it instead of thought.

Get the scent in your nostrils and keep your nose to the ground, and don't worry too much about the end of the chase. The fun of the thing's in the run, and not in the finish.

It's not what a man does during working hours, but after them, that breaks down his health. Business is like oil—it won't mix with anything but business.

NOT TO EXCEED TEN PER CENT.

A PROMINENT manufacturers' agent who has just arrived home from a visit to one of the important potteries at East Liverpool says that his factory, as well as many others, is booking orders for next year's delivery with the understanding that the ware will be billed at prices prevailing at the time of shipment, but guarantees that any increase will not exceed ten per cent above present prices.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 23, '16	Corresponding period 1915	Exports Jan. 1 to Sept. 23, '16	Corresponding period 1915
New York ...	324	112	9427	7331
Boston	....	102	3277	3665
Philadelphia	23	62	571	2004
Baltimore	13	129	2430	5778
San Francisco	1	81	987	1395
New Orleans	20	5	137	652
Portland, Me..	....	....	249	1006
Galveston .	....	....	....	10
Newport News.	....	....	....	61
Portland, Ore	....	....	17	141
Inland Points	1	8	305	487
Total	382	499	17400	22530

From David Inglis & Co.'s Circular

TO	Shipments week end'g Sept. 16, '16	Corresponding period 1915	Exports Jan. 1st to Sept. 16, '16	Corresponding period 1915
Boston	60	79	3535	3563
New York ..	306	437	9148	7219
Baltimore	38	78	2575	5649
Philadelphia...	104	9	545	1952
New Orleans	3	82	125	647
Newport News.	....	....	....	61
San Francisco.	1	....	986	1344
Portland, Me..	....	....	484	1006
Galveston.	....	....	....	10
Portland, Ore..	....	1	17	141
Inland Points..	....	....	112	428
Total..	512	686	17527	22020

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

It is stated upon excellent authority that a large amount of business has been booked by local manufacturers at prices prevailing on the day of shipment. One order for $20,000 worth of pottery was booked on these terms, and some orders have been dated for February and March delivery. Prices are expected to advance, but how much no one can forecast. "Keep your ear to the ground and you will hear important news very soon," was the remark of one manufacturer. Buyers who have been in the market of late know conditions thoroughly, and because of the urgent need of merchandise have placed liberal orders.

* *

The fact that buyers are specifying for first-quarter delivery indicates that prosperous business conditions are expected to obtain throughout the coming year.

* *

In order that the production of dinnerware may be increased, several local manufacturers have eliminated the making of toilet ware and cuspidors. At the same time no orders for white ware are being filled at these plants. The intent of the manufacturers is to devote their production to decorated dinnerware, and then take care of all open stock orders.

* *

Marcus Aaron, of the Homer Laughlin China Co., who is a resident of Pittsburgh and a member of the Board of Education of that city, has been appointed by the Governor of Pennsylvania a member of the State Board of Education.

* *

An excellent demand prevails for jugs, both with and without covers. In almost every instance the selling lists of these items is higher than formerly.

* *

The cost of fuel after January 1 is a matter that is causing the pottery manufacturers in this district no small concern. An increase in gas rates was talked of last spring, but final action was delayed. A new scale is now said to be in the making, and will be presented to the manufacturers soon. The cost of coal is also soaring, and mines are unable to fill orders on account of the labor and car scarcity. The hint has also been given that several raw materials are expected to be advanced on or before January 1. These increases will naturally compel the manufacturers to revise their present selling scales.

* *

It looks as if only regular trade will be taken care of by the pottery manufacturers this fall, and new accounts will find it rather hard to place orders for last-quarter delivery. In almost every pottery in the district one hears such expressions as: "We would be glad if no more orders were received for a month."

* *

For many years local pottery manufacturers have been accustomed to buying rubber stamps for pottery decorating purposes from Germany. No rubber stamps have come through from that country for nearly a year. The American product now being used is proving quite as satisfactory, it is said.

* *

In several local potteries cash prizes are being offered the employees in the decorating shops for new ideas in treatments. Such decorations as will appeal to the buyers of popular-priced dinner sets are being most sought by the manufacturers.

* *

Among the buyers visiting the district of late were W. C. Newland, with Geo. Borgfeldt & Co., New York; Mr. Kite, of Dean & Kite, Cincinnati; H. A. Longstreth, Pittsburgh; J. H. Hull, with Joske Bros., San Antonio, Texas. Some of these buyers specified business on a liberal scale for next year's first quarter delivery.

* *

Pottery salesmen who have been out on early fall trips are completing their work and are expected home in a few days. These will be the last trips they expect to make until they start out with the 1917 lines.

* *

While the production of ware is said to be a little more generous in some of the potteries in this district,

several manufacturers say that they are only securing about sixty per cent of capacity. The saggermakers are making some gains on the depleted stocks of saggers, but a shortage of workers exists in other departments.

* *

The deal for the purchase and operation of the former plant of the Chelsea Pottery Co., at New Cumberland, W. Va., has not been completed as yet. Several details are to be arranged, and it is possible that the matter will be finally adjusted within a fortnight.

* *

The shortage of all kinds of flat ware and teas in this district continues marked. Manufacturers have been unable to place any of these items in stock, the ware being rushed through from the kilns to the shipping department.

* *

Judging from remarks dropped by buyers who have been here during the past month, the matter of price has not entered greatly into the purchasing of merchandise. The important query is: "When can we expect shipment?"

AN APOLOGY.

IN recounting the history of the Strobel & Wilken Co. last week, Walter E. Strobel, who is vice-president, was set down as Walter E. Wilken—an inexcusable error, for which we apologize.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

E B Wiesner, t, Bry-Block Merc Co, Memphis. 353 Fourth ave.

A Binswanger, hf, c, Jos Horne Co, Pittsburgh. 470 Fourth ave.

G Kraziese, t, Carter D G Co, Louisville. 43 Leonard.

C M Igel, hf, Rosenbaum Co, Pittsburgh. 116 West 32d.

E N Smith, hf, W L Milner Co, Toledo. 116 West 32d.

J Hertzberg, hf, S Kann, Sons & Co, Washington. 215 Fourth ave.

S J Watts, c, hf, and I E Fronani, c, g, Woodward & Lothrop, Washington. 334 Fourth ave.

J Williams, hf, J Williams & Co, Albany. Breslin.

G H Wood, c, g, Lowell. Imperial.

Carl Meyer, c, g, Lewis & Neblett, Cincinnati. Wellington.

Alex Anderson, c, g, Minneapolis.

M P Alkon, c, g, M P Alkon & Co, Portsmouth, N H.

Mr Calhoun, c, g, the August Bruder Co, Fort Wayne, Ind. McAlpin.

S Weber, hf, Weber's Dept Store, Chicago. Herald Square.

A A Breton, hf, Shartenberg & Robinson, New Haven. 75 Spring.

C I Smith, t, Reid & Hughes Co, Norwich. 75 Spring.

A L Henika, c, g, C B Henika & Co, Petoskey, Mich. Breslin.

J H Sipp, c, g, J H Sipp Co, Pasadena, Cal.

AT CHICAGO.

THE feature of the week's market was heavy buying of glass tableware and lighting glass, owing to persistent rumors of immediate price advances by the factories. The china situation continues as before, the factories, both foreign and domestic, being unable to produce enough goods to meet the demand.

* *

Crisp, seasonable weather acted as a stimulant to retail trade this week, and the downtown stores were crowded with shoppers morning and afternoon.

* *

Peter Rinkin, manager of the crockery and glass department of the Boston Store, is again on duty after having been ill for the greater part of last week.

* *

The Midwest Cut Glass Co., recently incorporated, is installing frames and will shortly start cutting at its plant on the North Side.

* *

W. S. Kelsey, traveler for the Corning (N. Y.) Glass Co., dropped into the city for a few days last week at the end of an extended Western trip.

* *

Montgomery, Ward & Co., the mail order house, has offered jobs to all soldiers returning from service on the Mexican border who find themselves out of employment. Some of the men who accept will be used as packers in the china and glass shipping departments.

* *

Just before taking his annual vacation, Judge K. M. Landis of the United States District Court issued a hot statement in which he charges that a definite conspiracy exists among professional bankrupts, lawyers and bondsmen for the defrauding of creditors. He said that some of these professional bankrupts had passed through his court as often as half a dozen times. With each failure it is apparent that the bankrupt made money, although this is not always easy to prove.

* *

E B. Tibbitts, of Loren Miller & Co., department store on the North Side, expects to leave shortly for the New York market to buy crockery and glass.

* *

Factory men representing Eastern crockery and

glass manufacturing concerns have received complaints from headquarters that a growing car shortage is interfering with shipments. The railroads, it is claimed, are for the first time this fall unable to give good service.

* *

Lewis H. Simpson, who for many years was an executive with Burley & Tyrrell, has opened as a factory representative with a number of strong lines in the quarters until recently occupied by Henry Fox. Mr. Simpson has formed a connection with the Huntington Tumbler Co., the H. R. Wyllie China Co., the Potters' Co-operative Co., and several other well-known factories. He has taken the room in the Atlas Block only temporarily, as he will move to larger quarters about the first of the year.

QUICK ACTION.

A LARGE force of men has been set to work by Manager Craig, of the United States Glass Co., installing fixtures, decorating, and making other necessary changes in the concern's new uptown quarters in the Albemarle Building, Twenty-fourth street and Broadway, and he expects to move in by November 1.

HOW TO CLEAN SILVER.

UNLIKE most other metals, silver is not tarnished by the oxygen, water vapor or carbon dioxide present in the air, nor by the action of weak organic acids. However, it readily forms the black silver sulphide on coming in contact with sulphur compounds, small quantities of which are commonly found in the air as a result of burning coal and illuminating gas, while larger amounts occur in vulcanized rubber, wool, and foods like eggs. The problem of cleaning silver involves the removal of the tarnish of silver sulphide by some method which will also restore the polish to the surface of the metal.

A few years ago the so-called electrolytic method of cleaning was introduced to the public, and several forms of these cleaners, which are all alike in principle, are now found on the market. In this method the silver is cleaned by bringing it into actual contact with aluminum in a solution of an electrolyte.

While this method removes the tarnish effectively and with practically no loss of metal, it gives the articles cleaned a satin finish rather than the bright burnished appearance obtained when abrasive polishes are used. After the spoons used in these experiments had been cleaned a number of times by the electrolytic method it was found necessary to rub them with a paste of whiting and water to restore their original bright polish. In practice, therefore, it may be found desirable to use the electrolytic method as frequently as is necessary to remove the tarnish, and to rub the silver with some good abrasive polish only as often as may be desirable to restore the burnished appearance.

A combination of the two methods is sometimes used by adding one or two teaspoonfuls of finely powdered whiting to each quart of the cleaning solution, and after removal the silver is allowed to dry without being rinsed. The film of whiting which adheres to it is then rubbed off with a soft cloth. This has the advantage of convenience, but the polish obtained is not so bright as when the two methods are used separately.

The results of experiments indicate that washing soda (sodium carbonate) is slightly more efficient than baking soda (sodium bicarbonate), and that one teaspoonful each of washing soda and common table salt to a quart of water is the most economical concentration of the electrolyte. The most satisfactory results were obtained when the cleaning solution was kept at the boiling temperature, less than a minute usually sufficing to clean the silver. Strips of both aluminum and zinc proved efficient for use as the active metal of the method, but the zinc corroded more quickly than the aluminum, owing probably to the formation of a protective film of basic zinc carbonate, which had to be removed by hydrochloric acid. The electrolytic method of silver cleaning has been found in general to be satisfactory for household use. Its principle advantage is that it saves labor. In addition, it is convenient and clean and removes the tarnish from both sterling and plated silverware without appreciable loss of the metal.

LAST GAME OF THE SEASON.

THE tournament scheduled for next Thursday, October 19, at the Essex County Country Club, West Orange, N. J., will be the last of the season's series of games played by the Pottery, Glass and Brass Golf Association.

On this occasion, in addition to the club trophy, a prize is offered by Wm. S. Pitcairn, and this game will also decide who is the winner of the trophy offered by Kennard L. Wedgwood for the best selected score of of the season.

An attraction that should bring out not only a goodly number of players, but their friends as well, is the dinner that will be held at the club house in the evening, at which the prizes won at each of the season's games will be presented.

Trains leave Hoboken at 8:20, 8:30 and 9:30 a.m.; also later ones convenient for galleryites. Buy tickets for Orange, where cabs for the Club meet all trains.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 12, 1916.

EDUCATING THE PUBLIC.

IN the movement to preserve the integrity of cut glass the "Jewelers' Circular" is doing good work, and, as every little helps, the trade is glad to have its assistance. To be sure, the amount of cut glass marketed through the jewelers is a negligible quantity compared with that disposed of by the crockery and department stores. One of the latter will sell more cut glass in a month than all the jewelers in New York will sell in a year. But, to their praise be it said, jewelers, as a rule, want the best only, while the other dealers will handle not only cut glass, but "glass that is cut."

There is nothing that can take the place of a fine piece of cut glass. Its brilliancy enlivens a sideboard or cabinet, and on a well-laid table, with handsome china and silver, a few pieces of cut glass are necessary to put the finishing touch. This is appreciated and understood by housewives in every sphere of life; and if those in moderate circumstances cannot have the best they will have the nearest to it possible. As with decalcomania decorations on china, the public are enabled to have something better than they were getting in pressed ware, and are therefore buying "glass that is cut."

Mechanical treatments make mere merchandise out of goods which are works of art when produced by hand. But, like the man who cannot go to a Fifth avenue tailor and pay seventy-five dollars for a custom-made suit, but who can buy a "ready-to-wear" costume, and look well in it, so the average housewife can buy something that looks well in china and glass, though it is not the best.

The sale of the cheaper articles cannot be stopped, but it is desirable that people be taught the difference between the various grades. They do not know it now. Let the educational propaganda go on!

PERSONAL.

SEEKING a respite from the stress of the unusually busy condition at the factory, as well as an opportunity to consult with Cox & Lafferty, his New York representatives, Geo. S. Brush, of the Brush-McCoy Pottery Co., Zanesville. O., registered at the Hotel McAlpin on Sunday for a few days' visit here. Mr. Brush was in fine spirits, and enthusiastic over business. His factory is working to its utmost capacity, buyers placing orders now for January and February delivery.

"Dave" Magee, buyer for Martin & Naylor, Gloversville, N. Y,, spent the first half of the week here, buying principally toys.

Henry Saul, of the Saul Mfg. Co., arrived home last week with as fine a bunch of orders as a salesman ever gathered. Of course this was pleasing to his partner, Albert Rehberger, but, having a somewhat envious disposition, the latter wasn't to be outdone, as he thinks he can sell goods as well as the next one. So he quietly packed a line of samples and departed for a trip through the Eastern States. This postal, mailed from a point in Pennsylvania, was on Mr. Saul's desk on Tuesday morning: "Don't get the idea that you are the only submarine in the ocean. Sending orders and itinerary under separate cover—ALBERT."

Marguerite Doctor, who assists her father, A. P. Doctor, agent for the Central Glass Works, in the management of his office, arrived home on Sunday after spending six weeks "vacationing" in Pittsburgh and vicinity. While away she visited the factory at Wheeling, W. Va., being a guest at the home of John Yeager, secretary and treasurer of the concern, for a week.

John Nixon, manufacturers's agent in Philadelphia, who represents a number of well-known factories, was in New York on Tuesday calling on a number of his friends.

W. S. George, head of the W. S. George Pottery Co., East Palestine, O., is a visitor in town this week

on a trip combining business and pleasure. On Tuesday he joined the "fans" at the World's Series game. As a matter of fact, he never misses the opportunity of seeing these games, no matter where they are played.

E. M. Uniack has been engaged by the Carr China Co., Grafton, W. Va., to represent them on the road.

R. G. Laughlin, who became associated three weeks ago with Boggs & Buhl, Pittsburgh, as manager of the concern's china and glassware department, is in New York this week placing his first orders. He expects to be here all this week and is stopping at the Hotel Imperial.

Edward Butler came back on Saturday after completing a very successful trip with the Fondeville & Van Iderstine lines throughout the New England States and other Eastern territory.

On account of business matters coming up that required his attention, J. H. Venon had to postpone his contemplated trip through the Middle West. He expects to get away on Sunday, however, and will be accompanied by Leon Vallee, of his sales staff.

Purchasing a brand-new gun and other up-to-date accessories of the modern sportsman, W. P. Graham, of Graham & Zenger, started out last week on a hunting trip up the State with high hopes of bagging a fine lot of partridges. He says he guessed he was so fixed up that he scared the birds away. Judging from the evident note of disappointment in his voice in telling the reporter of his trip, it would not take an expert mathematician to count the number of birds he brought down.

On account of the difficulty of getting the necessary supplies for manufacturing, owing to conditions in Europe, J. H. O. Bunge, of the Leerdam-Bayel glassworks, Holland, is spending a few weeks in this country securing what materials can be procured here. He expects to be on this side until the latter part of October. Graham & Zenger are the agents for the line in this country.

Homer D. Carey, head of the Laurel Cut Glass Co., Jermyn, Pa., left for home on Saturday after spending most of the week in town.

Frank H. Vaughn, traveling representative for the Brush-McCoy Pottery Co., covering territory from Pittsburgh east, who accompanied Geo. S. Brush to New York this week, left on Thursday for Philadelphia, where he will show his line at the New Bingham Hotel for a week before going on to Pittsburgh, where he will stop at the Fort Pitt Hotel for an equal length of time before making the remainder of his territory.

Flourishing business enables Max Hirsch, New York agent for the Buffalo Mfg. Co., to live a life of luxury these days—that is, as far as work is concerned. All he has to do is to sit at his desk tipped back in a comfortable chair and puff away at a pure Havana done up in a red and gold band, and all the orders his factory can take care of come rolling in without his going outside the office. He has not yet decided whether to build libraries with his money or endow a college or two.

A. H. Hays returned on Thursday from a three weeks' trip through the New England States, where he secured some good-sized orders.

R. S. Kaufman, accompanied by Mrs. Kaufman, is in town this week placing orders for their store in Wilkesbarre, Pa., known as the "Black Cat Gift Shop." They are registered at the Grand.

Mrs. W. H. Bradley, treasurer, and W. H. Pooley, secretary, of the J. D. Bergen Co., were in town last Friday inspecting the concern's new salesroom. This was the first time Mrs. Bradley had seen the new quarters, and she expressed herself as very much pleased with the convenient location and the tasteful arrangement of the line.

Herman Kashins, of the H. Kashins Co., returned on Tuesday morning after spending some time at the Pioneer Cut Glass Co.'s factory, Carbondale, Pa., endeavoring to accelerate the shipment of his orders.

Geo. H. West, of the Westmoreland Specialty Co., who spent last week in the city taking up matters relating to local business with his New York agents, the Horace C. Gray Co., returned home last Saturday.

Geo. Nicholson, of Malone & Nicholson, arrived in New York last Friday on one of the Clyde liners after spending three weeks in Florida.

Fernand Desmaison arrived on Tuesday by the liner Espagne from Bordeaux. He did not know of the activity of the German submarines until he made port, so successful were the crew in keeping it from the passengers. Mr. Desmaison, who is connected with the New York office of L. Bernardaud & Co., has been

in Limoges for several months on a visit to the factory, and reports conditions there excellent considering the circumstances.



Frank Freese, manager of the illuminating glassware department of the United States Glass Co., visited Malone & Nicholson, who handle this branch of the concern's business in New York, the latter part of last week, and also dropped in for a chat with Ed. Craig, manager of the local office, before returning home on Saturday.



H. A. Outcalt, an old-timer in the crockery and glass trade, who has been out of the line for a number of years, came to New York on Tuesday from his home in Hightstown, N. J., and renewed old acquaintances in the trade, many of whom he had not seen in several years.



A. Solomons, manufacturers' agent, Sydney, Australia, who some years ago was connected with the trade here, is in this country for a few weeks seeking connections with manufacturers of lighting glassware for representation in that country.



F. O. Shattuck, of the Geo. F. Bassett & Co. traveling staff, arrived in New York Monday night and said he almost despaired of finding a place to sleep, so crowded were the hotels, and he was only able to obtain a room after trying a number of places. He left on Wednesday to spend the week-end at his home in Burlington, Vt., before making a tour of the New England States.

NEW YORK UNIVERSITY TO TEACH MAKING AND MARKETING POTTERY AND GLASS.

MERCHANTS and sales-forces alike will be interested to learn that among the subjects to which the Department Store Courses at the New York University will devote especial attention during the coming year will be pottery, glass and lamps.

The study in pottery will include the process of manufacture, the decoration and design of table china, cloisonne and enameling, makers' marks, art pottery, materials and styles.

The process and manufacture of glass in its various kinds and styles will also be studied. In addition to the decoration and design of glassware, cut glass and pressed glass, students will be taught the important facts about the modern centers of glass manufacture.

The course in lamps and shades will include a consideration of the materials and their suitability to certain purposes, design, and the evolution and methods of lighting.

POINTERS FOR BUYERS.

ORIENTAL NOVELTIES.

Every enterprising buyer should read the Tajimi Co.'s letter on another page of this issue, in which they mention just a few of the good things to be seen at their salesroom. The concern is justly entitled to the name of The Japanese Novelty House, for their display is simply overflowing with novelties of a decidedly unusual character. Their import line, now ready, is one of the most comprehensive, as well as one of the most attractive, they have ever shown, while their stock department is replete with attractive items for immediate delivery. The new Chinese department is also coming in for a good share of attention among the visitors at their showroom. Here may be seen an array of most interesting pottery, bronzes, curios, bird cages, silk embroideries, etc.

NEW THINGS IN FRENCH CHINA.

A new importation has brought Justin Tharaud, American representative for the L'Union Ceramique factory, eighteen new dinnerware patterns, as well as several designs in children's sets that exploit some exceedingly clever treatments. A number of the dinnerware patterns are unique in their strikingly novel border arrangements. The unusually quaint decorations employed in the children's sets are sure to make them popular sellers.

NEW FRENCH DINNER SERVICE.

A list of good things in new dinnerware patterns and short lines, comprising a recent shipment received from the factory at Limoges, is being shown at the salesroom of Vogt & Dose. The predominating feature of the display is a new shape in a dinner service known as the "Ideal," which is well named, for it thoroughly combines the beautiful and the practical. The casseroles and other covered dishes have gracefully-curved handles made in one piece with the dish. The shape is shown in several decorations, but in none shows off to better advantage than in a white and gold design. There are also various dainty decorations on other shapes, as well as a variety of unusual creations in service plates, to say nothing of the pretty things to be seen in short lines.

A PROMISING SELLER.

"Mooresque" glassware, the newest effort of the H. Northwood Co., has just been placed on display by their local agent, Chas. J. Dela Croix, and gives excellent promise of making a live proposition. As the name suggests, the decoration is in Moorish style and consists of an all-over irregular ribbon effect in gold which shows off very advantageously on pretty shades of blue and amethyst glass flower bowls, sweet pea and violet vases, and various other items.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The embargo on glass consigned to English buyers has been made more elastic. It is now possible to secure a special license with comparative ease for lines of glass known as "mountings." These include rose jars, puff boxes, and goods of that class. Quite a lot of such goods are now being sent through from this district.

Among the buyers visiting the district of late were Mr. Broll, for the Charles Williams' stores; Mr. Kite, of Dean & Kite, Cincinnati; and W. C. Newland, for Geo. Borgfeldt & Co., New York.

In many glass factories, expecially those making fancy pieces, the supply of potash is being conserved so that production of open stock patterns can be extended.

Landscape scenes, done in colors, form a new series of treatments on a lighting glass line just produced by the Pittsburgh Lamp, Brass and Glass Co. Included in the line are ceiling bowls, and gas and electric shades. The treatment is especially attractive.

The volume of glassware now being demanded by premium users is surprising. Popular-priced cut glass is in very heavy request. Creams and sugars have the first call, then seven-piece water sets. Vases and candlesticks are also in great demand.

The etched decorations on the "Mulberry" glass of the Cambridge Glass Co. are proving very popular with the trade. A complete line is now being shown here by W. W. Lang.

Confectioners' jars is one line of glass that has not been advanced this year, and wholesale confectioners and druggists have been liberal buyers.

The rapid and marked advance in the United States Glass Co. shares of late has ettracted great attention throughout the trade. On October 5 this stock touched 46, the highest figure in years. Not so many months ago it was selling around 18. It is generally believed by investors that the company will announce a dividend ere long.

Buyers may see fewer new table lines here in January than ever before. Several manufacturers have announced they will have no new lines as whole, but that additions will be made to former lines. They have been so active in their mold shops on the latter that little time could be devoted this season to the making of molds for entire new lines.

With a capital stock of $100,000 the Central Glass Co. has been formed at Urbana, O.

"Business in my section is unusually active, and I predict the greatest holiday trade in the history of the Mahoning Valley," said Thomas A. Neely, buyer of glass and pottery for the Straus-Hirschberg stores at Youngstown, when here a few days ago. "We are not having so much trouble in getting housefurnishings, but such lines as pottery, glass and enamel ware are far behind in delivery."

Reservations for the annual glass and pottery exhibit in January continue to be received at the Ft. Pitt Hotel. Those completed this week follow:

E M Knowles China Co.	Witherell, W F
Charles P Schuller Glass & Lamp Co.	Schuller, C P
D E McNicol Pottery Co, West Virginia.	Patterson, J W
Cambridge Glass Co.	Mr McCarty Mr Gaston
Beaver Valley Glass Co.	Fraser, Alex
United Cut Glass Co.	Newirth, Samuel
Camden City Cut Glass Co	Bortz, H M
Empire Lamp Mfg Co	Levinson, J
L E Smith Glass Co.	Hall, Swaney

The John B. Higbee Glass Co., Bridgville, Pa., has sent out the following notice: "Owing to the fact that one of our furnaces has gone out of commission and will have to be repaired, it becomes necessary to advise you that we will be unable to accept any more orders for delivery during 1916 other than the orders

now on hand, which we will endeavor to complete as quickly as possible. We expect this furnace to be in commission about December 1, and will take pleasure at that time in figuring with you for deliveries for 1917."

Walter Jones is the only salesman for the United States Glass Co. now on the road. He is in the Northwest. W. I. Campbell has returned from the South, and Dave Prosser is home from New York and Canadian points. They will not likely make any more trips this season.

POPE-GOSSER CHINA CO. REORGANIZED.

AT a special meeting of the directors of the Pope-Gosser China Co. October 6th, at the office of the company, a new organization was effected by electing the following officers: president and treasurer, J. P. Carling; vice-president, Wm. I. Pope; secretary, W. W. March. Mr. Carling succeeds C. F. Gosser as president and treasurer, and Mr. Pope succeeds Mr. Carling as vice-president. Mr. March retains the office of secretary. W. I. Pope will continue in charge of the mechanical department, which he has so ably conducted since the death of his father, I. Bentley Pope, in 1911. J. P. Carling will conduct the financial and general affairs of the company.

BOSTON BUSINESS NOTES.

BUSINESS is better than ever. The wholesale houses are crowded with orders and buyers are flocking in in unusually large numbers. "How soon can I get this order filled?" is the question which everyone is hearing several times daily and which few care to answer definitely.

Among the buyers here this week were Arthur F. Ellis, for Almy, Bigelow & Washburn, Salem and Beverly; Ernest Wilson, for the C. A. Hoyt Co., Manchester, N. H.; John Harrington, for the Bon Marche, Lowell; J. G. Gaines, for M. Perley & Co., Enosburg Falls, N. Y.

Samuel Magid, president and general manager of the Old Colony Cut Glass Co., Fall River, was here and reports that he is busy.

Charles Weiss, representing Guerin & Co., New York, has his samples at the Parker House.

Toy dealers are already feeling the need of stocking up for holiday trade, and every wholesale house here is busy. American toys, as might be expected, are showing up more than ever this year, and there is a notable improvement in their quality. There also are more Japanese toys on the market. The Boston department stores are ordering more largely than ever before.

Miss Hilda MacKinnon, employed in the sample rooms of George W. Beals, is expected back at her desk next Monday after three weeks spent on Prince Edward Island, where she has a number of friends.

When one drops into any store or office here, almost the first thing asked is "What's the score?" or "How are you betting?" The games in Boston have called a number of far-away buyers here this week, and still others are expected for the second batch of games here.

Charles Kaiser has returned to New York after running over here in the interest of Morimura Bros. His friends were very glad of a chance to shake hands with him once more.

By a unanimous vote the Retail Trade Board has ratified the nominating committee's choice for the personnel of its board of governors, among whom are F. Alexander Chandler, of Chandler & Farquhar Co.; A. Lincoln Filene, of William Filene's Sons Co.; George W. Mitten, of the Jordan-Marsh Co.; William L. Shearer, of the Paine Furniture Co., and John Shepard, Jr., president of the Shepard, Norwell Co.

SPILLING LANGUAGE.

BULL escaping from a herd being driven through the streets of Baltimore dashed into the china shop of Geo. D. Summers and naturally created havoc. The damage was about $1,500. That's the whole story. But a writer on space would starve to death if he narrated it in that way, so this is the way he spills language in the "Baltimore Sun":

A bull chase of wild proportions and both humorous and costly phases occurred in Northeast Baltimore yesterday afternoon. Thousands of persons were scattered terror-stricken by the animal, and hundreds joined in pursuit.

The chase ended only after the bull had been lassoed once and released; after it had paid the traditional visit to his old haunt, the china shop, and after the motor patrol of the Northeastern district had trailed it for more than a mile, with Captain Morhiser, district chief, directing maneuvers from the running board of the wagon.

The animal, with others, was destined for the Union Stock Yards at Claremont, after arriving in the city via a bay steamer. A dozen of the cattle in the consignment scattered at Light street, and five of them finally were corralled and gotten under control on Ashland avenue near Gay street.

This particular bull, however, threw off the noxious human restraint a minute later, while being urged and

prodded along toward the Claremont section. When he broke ranks he scattered a score of pedestrians along the sidewalk.

Inherited instinct drew him a hundred yards further along the street to the furniture store of George D. Summers, 1047-49 North Gay street. The door was open and there was a fine array of destructibles in sight, so the bull entered.

The flight of Summers and his clerks to the back of the store, combined with the yells and shouts and warnings from the hundreds crowding outside, aroused the animal and it swung straight down the aisle of the store toward the fleeing men.

The aisle was narrow and the bull of a hefty flank. Everything was knocked askew as the bull proceeded. He paused at the desk, upsetting the chair and swinging his head through the mass of papers and bills on the desk. China closets, book cases, rockers, chiffoniers and bureaus were knocked about.

From outside rose the swelling chorus of shouts and the bull's activities responded, with a resultant damage to the furniture.

Summers finally seized a telephone and sent a hurry call to the Northeastern Police Station, and within three minutes the motor, bearing Captain Morhiser, his chauffeur and footman, sped up to the store.

Captain Morhiser attacked the enemy from the rear. The bull tumbled over the barricade of furniture and wreckage all about him and careened frightenedly and carelessly toward the front door.

With the glass in the furniture still clashing the bull bounded through the open doorway, across the street and, pausing only an instant to select the less barricaded path, swept down along the sidewalk to Ashland avenue.

Captain Morhiser rushed to his machine, leaped to the running board and ordered full speed. The streets were jammed with people and each time the bull swerved toward any one group the crowd scattered in panic.

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This was dangerous and the patrol horn was kept tooting continuously to attract people and warn them from the animal's path.

Along Ashland avenue and into a side street the bull darted and finally into a blind alley, where it plunged into a yard. There after several minutes maneuvering a lasso was whirled about the animal's neck.

"I got him! I got him!" shouted the amateur Buckskin Charlie.

"Yes; now what are you going to do with him?" asked Captain Morhiser. "Who is going to hold him?"

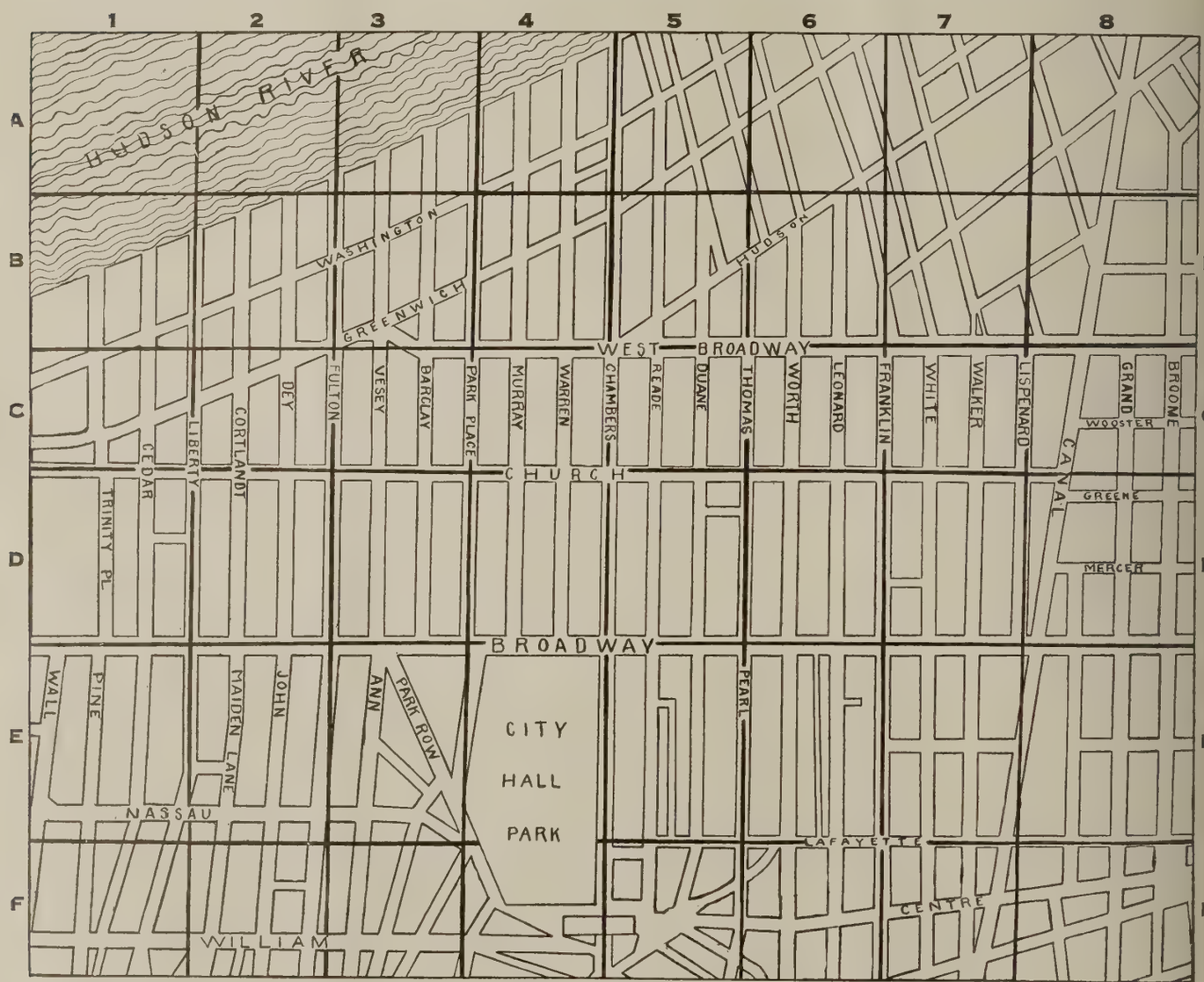
"Oh, I"ll hold him all right,"" responded the man.

But a half minute later, as the animal plunged and reared about the small inclosure, the man felt himself in imminent danger of being pulled from his perch on the fence and he dropped his end of the lasso and the bull, with a farewell snort, plunged backward through the gate and almost full tilt on half a hundred men and boys crowded into the alley.

The motor patrol was sent once again in pursuit of the bull and after a confused chase round and about and along seven or eight streets, with a doubling back at several points, the bull again reached Gay street and executed a straight advance toward Belair Market.

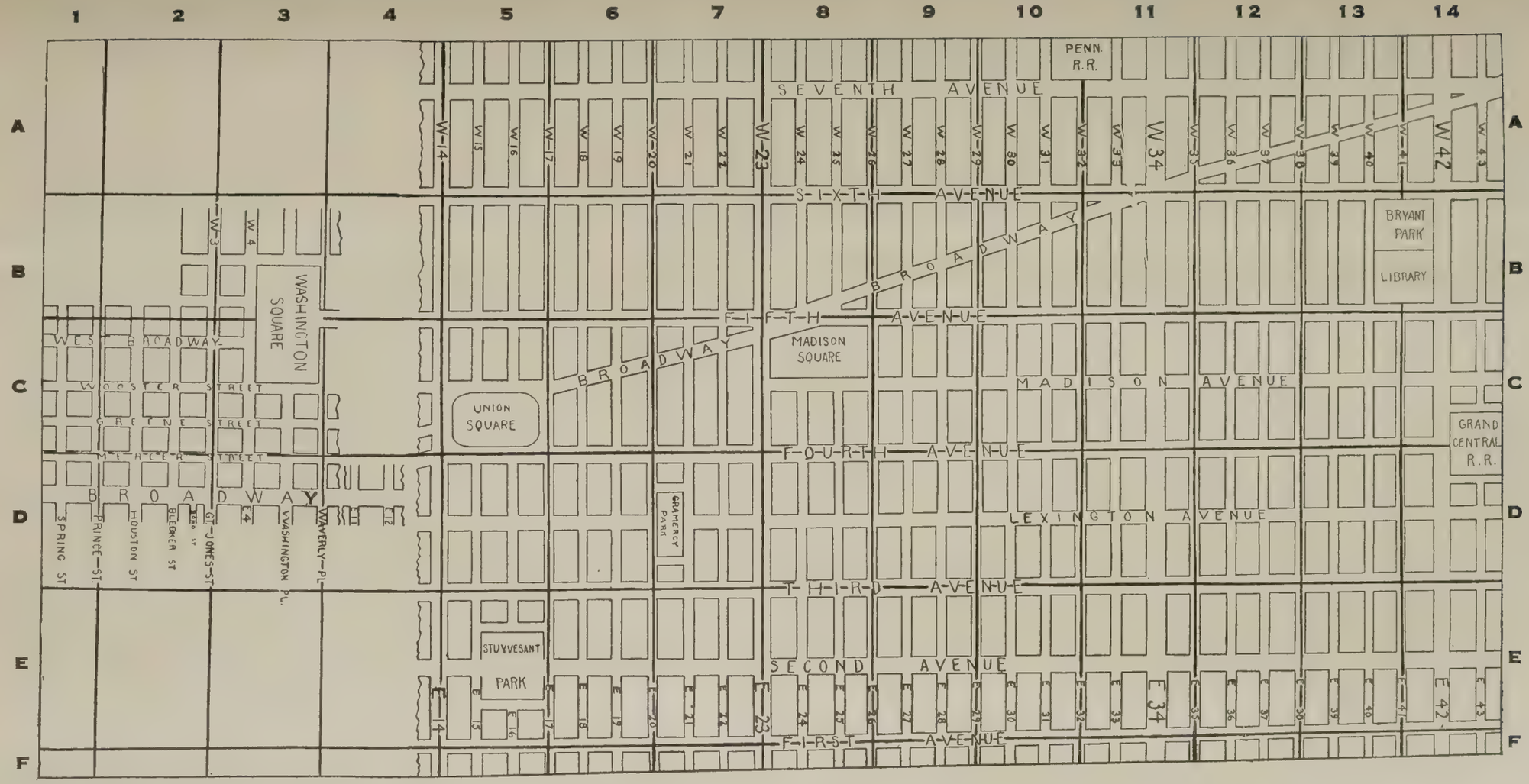
Continued on page 24.

Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place.... C 4
Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar O., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Straus, L., & Sons, 42-46 Warren St..... C 4
Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
United States Glass Co., 71-73 Murray St. B 4
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

Locations of Firms in the Uptown District.



Abels & Co., 460 West Broadway.....C-2

Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Brech, Albert J., 31 Union Square.....C-5

Colonial Co., 145 W 18th.....A-6
Cox & Lafferty, 1140-1146 Broadway.....B 9

Dela Croix, C. J., 19 Madison ave.....C-8
Dohrmann Commercial Co., 85 Fifth ave..C-6

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 129-131 Fifth ave.....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave.....C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8
Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave.....C 6

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

Continued from page 22.

Hundreds along the sidewalk plunged frantically into the stores and shops lining the thoroughfare. The owners and employes hastily locked and barred the doors.

"Good night!" murmured Field Marshal Morhiser as the bull pranced on unchecked to the market.

Saturday, market day, meant scores of stalls filled and piled with edibles, fruit, flesh and vegetables. Wild visions of these wrecked rose before the police chief.

But carefully and confidently the animal turned into the market and ran along without the disturbance of a single pyramided apple or potato. At Monument street several men shooed him off side and a block farther along he was shunted into the group of his five fellows.

There he remained until the wayward herd was driven to the stockades at Claremont.

Working upward from $200, Summers is trying to approximate his damages.

RECENT CUSTOMS DECISIONS.

LOCAL representatives of Vilondaki, Hiscock & Co., of Shanghai, appealed from advances made by Appraiser of the Port Sague on merchandise marked on the invoices at "321 pieces new china." The value put on the entire importation at the time of making entry was 1,510.86 taels. After hearing the testimony Judge Waite decided that the advances were not warranted by the price condition of the market in Shanghai. It was also decided that no advances accrued on decorated china vases sent to New York by Shui Lun & Co., Hongkong.

The classification division overruled several importers' protests in cases where the protestants failed to introduce testimony. The protests were filed by the Thomas Jones Decorative Glass Co., Morimura Bros., American Express Co., Haber Bros., Dingelstedt & Co , the New York Merchandise Co., and the Attleboro Manufacturing Co.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesmen on commission basis to handle our line of cut glassware as a side line. One in each of the following States: Ohio, Indiana, Illinois, Michigan, Pennsylvania, Kentucky and Tennessee. Address A 100, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator. pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The POINTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand.
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 19, 1916.

THE CONDITION OF BUSINESS.

New York

The past week has witnessed no material change in business conditions over those of the week previous, with the exception of there being possibly a few more buyers in evidence, who increased the activity about the local showrooms somewhat.

The importers of French and English wares are in daily receipt of excellent reports from their salesmen, with good-sized orders accompanying them—those that carry stock especially being drawn upon heavily for matchings and goods of every description that they can supply.

The Japanese houses are, of course, sharing in the prosperity, having all the business they can take care of—their stocks in many instances being quite inadequate to meet the demand.

Local agents for domestic potters are accumulating orders for next year's delivery, a good many being taken with the understanding that they will be invoiced at prices prevailing at the time of shipment. Buyers show little disposition to balk at this condition, for they realize that with the increase in the cost of materials, labor, etc., an advance is inevitable, and accept the situation without protest.

All grades of ware are in active request with the local representatives of the glass manufacturers; and although the business now being booked is not quite as good as in the last couple of months, it is nevertheless very satisfactory. The question of deliveries is all-important. The agents do not worry about getting orders if they can promise anything at all in the way of shipments.

Some large orders for cut glass have been reported during the past week by the New York agents, and business generally is good; but, as in all other lines, the factories are behind with shipments. One prominent concern in this line was forced to recall its salesmen from the road a few days ago in order to allow the factory to catch up with the orders already on file.

Buying of metal lamps continues very active, the orders booked taking in the whole range from popular-priced to exclusive lines, while there is quite a demand for novelties, such as wrought-iron vases with fantastic shades. Despite the prediction that the craze for combination silk shades and wood portables would not last, there is still a large business being done in them. The call for mahogany, lacquer and enamel bases of various descriptions shows that their popularity is anything but on the wane.

Seasonable weather has given retail business in the New York stores a decided stimulus, although there is still room for improvement. Reports from other sections indicate better retail business than here, which is natural when the unfavorable circumstances that the New York establishments have been up against are considered.

The large favorable balance in our foreign trade continues, as also our importations of gold, of which it is now estimated we have one-third of the world's stock. While there have been partial failures of some

important crops, involving embarrassment to individuals, others are yielding greater monetary returns than in any previous year. Producers of many other commodities, and those in the mining industry in particular, are making fortunes. It looks as though the present prosperous condition is on a sound basis.

East Liverpool and Vicinity

The total pottery production of this district does not exceed from sixty to seventy-five per cent of capacity. Great trouble is being experienced in securing enough workers. Since the saggermakers returned to their benches there has been a dearth of small help in the clay shops. Some orders booked in January still remain unfilled. So great is the demand for goods that buyers visiting the district are anxious to have back orders duplicated, and a few have said that they are quite willing to pay the prices prevailing at the time of shipment if only shipment will be made at the date specified.

Pittsburgh and Vicinity

Orders for glass continue to be received by manufacturers in heavy volume. The factories are working on liberal schedules, but a shortage of help is reported at many plants. Shipments are being made as promptly as possible, but the railroads are slow in making deliveries on account of car shortage. Department store buyers are particularly urging the delivery of holiday orders. Some manufacturers are working on new specials for 1917 trade, but as a rule the mold shops are too active on other work to pay much attention to new lines.

GEORGE BUSCOMBE RETIRES FROM THE TRADE.

AFTER twenty-five years actively engaged in the crockery and glassware business, George Buscombe,of Vancouver, B.C., Canada, has retired from the management of F. Buscombe & Co., Ltd., to take over the management of the Buscombe Securities Co., Ltd., and to devote his entire time to his own investments.

Mr. Buscombe is one of the old guard, having entered the crockery business of James A. Skinner & Co., Hamilton, Ont., in 1890. In 1891, when the Vancouver branch opened, he accompanied his brother Fred to Vancouver, the latter having entered the partnership of the Skinner Co. in charge of the Western branch.

George Buscombe has had a wide experience in the crockery trade, dating back over twenty-five years, having during that time occupied almost every position in the house up to managing director. For ten years he represented the company in Alberta and British Columbia, and built up a large trade for the house. In 1901 the interests of James A. Skinner were taken over entirely by Frederick Buscombe and the business incorporated as Frederick Buscombe & Co., Ltd., F. Buscombe being president and George Buscombe vice-president, In 1905-6 Frederick Buscombe was elected mayor of Vancouver and practically retired from the active management of the business. George Buscombe succeeded him as general manager, which position he has held ever since. In 1911 the capital stock of Frederick Buscombe & Co., Ltd., was purchased by the Montreal firm of Cassidy's, Limited, Frederick Buscombe retiring from the business. George Buscombe continued as general manager and was again placed on the board of directors, being re-elected vice-president. While he is now retiring from the management he does not entirely sever his connection with the business, having again been elected on the board of directors for the ensuing year.

George Buscombe was a frequent visitor to New York and is well known to the trade in Canada, the United States and Europe, and his many friends will regret to learn of his retirement from the business in which he was engaged for so many years.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 17, 1916.

BORDEAUX

100	packages	chinaware	Haviland & Co
18	"	"	J H Venon
18	"	"	Wm Guerin & Co
4	"	"	J Wanamaker
77	"	"	Theodore Haviland & Co
18	"	"	Vogt & Dose
20	"	"	L E Bohm
1	"	"	Sterling Bronze Co
2	"	"	Gimbel Bros
32	"	"	Haviland & Abbot Co

GENOA

5	packages	chinaware	G Gomini
15	"	earthenware	J Wanamaker

HAVRE

7	packages	glassware	F Bing & Co
36	"	"	S Bache & Co
5	"	"	A H Vieth
2	"	chinaware	V Genez
7	"	"	C J Dierckx
20	"	toys	Geo Borgfeldt & Co
25	"	"	J Wanamaker
2	"	"	Tice & Lynch
95	"	"	F W Woolworth & Co

ROTTERDAM

7	packages	earthenware	E J Bauer
1	"	"	P C Kuyper & Co
2	"	"	J W Hampton, Jr. & Co
22	"	glassware	B A VonStraten
6,225	"	"	American Express Co

BRISTOL

1	package	toys	International Forwarding Co

LIVERPOOL

3	packages	earthenware	Fondeville & Van Iderstine
40	"	"	Maddock & Miller
19	"	"	Butler Bros
5	"	"	G Collamore & Co
5	"	"	Davis Collamore & Co
5	"	"	Lazarus & Rosenfeld
45	"	"	G F Bassett & Co
22	"	"	E Boote
13	"	"	Guaranty Trust Co
7	"	"	Engel & Co
39	"	"	L A Consmiller
5	"	"	L Straus & Sons
8	"	"	Miscellaneous Orders
30	"	chinaware	Meakin & Ridgway
19	"	"	Vogt & Dose
16	"	"	H C Edmiston
25	"	"	J Davison
70	"	"	W S Pitcairn
1	"	"	Rich & Fisher
37	"	glassware	T W Morris & Co
4	"	"	Tiffany & Co
2	"	"	Oelschleger Bros
2	"	toys	Miscellaneous Orders

YOKOHAMA

75	packages	chinaware	Long Sang Tie & Co
216	"	"	Soy Kee & Co
6	"	"	D J Carver
10	"	"	R H Macy & Co
10	"	"	Heidelbach, Ickelheimer & Co
27	"	"	Kwong, Yuen Co
73	"	"	Miscellaneous Orders
5	"	toys	Yokohama Specie Bank
70	"	"	Haber Bros
131	"	"	Morimura Bros
254	"	"	Miscellaneous Orders

SUMMARY OF IMPORTS.

THE importations of earthen, stone and chinaware for the month of July, 1916, compared with the same month in the preceding year, show losses as follows: Great Britain $17,379, France, $13,910, Germany $35,281. The gains for the month were: Austria $139, Japan $3,969, Other Countries $47,824. The total shows a loss of $14,638 for the month.

For seven months ending July, 1916, as against the corresponding period of 1914, the losses were: Great Britain $183,303, Austria $227,549, Germany $1,900,859 (Germany and Austria combined $2,138,408), France $227,734. Japan gained $11,751 and Other Countries $135,148. The aggregate for the seven months compared with 1914 shows a loss of $2,392,546. Compared with the seven months of 1915 the losses were: Great Britain $154,327, Austria $58,848, Germany $884,216 (Germany and Austria $943,064), while France gained $41,732, Japan $83,729, Other Countries $56,970, making the total compared with 1915 show a loss of $914,960.

The imports of toys for the month of July show a loss for Germany of $130,543, while Other Countries gained $26,484. For the seven months Germany lost $2,739,373 compared with 1914 and $1,563,727 compared with 1915, while Other Countries lost $261,688 compared with 1914 and gained $57,737 compared with 1915.

In glassware the importations increased $2,755 for the month of July, but for the seven months fell off $1,208,958 as compared with 1914 and $466,650 compared with 1915.

China clay gained $24,205 for July, and shows a loss of $213,510 compared with 1914 and a gain of $249,760 for 1915.

Articles of metal enameled or glazed with vitreous glasses show a deficit of $3,884 for the month of July, $392,871 compared with 1914 and $120,972 compared with 1915.

AT CHICAGO.

BUSINESS here continues satisfactory, the volume being in excess of the mark attained last year; and while considerable embarrassment is caused on account of the lack of goods, the situation even in this respect has become better during the past few weeks. Glassware can now be obtained from the factories in fairly prompt time.

* *

The annual fall festival of the North Kedzie avenue business men is being held this week. Is is on the order of a county fair, and the department stores of the district, among which are some of the best on the north side, are holding special sales.

* *

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., has returned from a business trip to Pittsburgh and Tiffin, O.

* *

O. B. Eckland, of the Central Cut Glass Co , left this week for New York.

* *

William Bleesing, of the George H. Bowman Co., has returned to the Chicago office of the company after making a business trip to Cleveland and Eastern points.

* *

Leo Arnstein, representing Ed. Schuster & Co., Milwaukee, was buying glass here last week.

* *

W. S. Kelsey, traveler for the Corning (N. Y.) Glass Co., left early this week for his territory in the Southwest after a stop of several days here.

* *

T. M. Schollenberger has returned from an Eastern trip.

* *

Business was suspended for a while in the store of S. S. Kresge & Co., South State street, when detectives arrested a small boy who was discovered in the housefurnishings department helping himself to merchandise. The young bandit surprised the detectives by drawing a large revolver and putting his back to the wall. The crowds rushed for cover, and there was a

near panic. The lad was induced to surrender without gun-play, and floormen quieted the frightened shoppers.

* *

The management of the furniture exposition buildings here is making a determined effort to induce premium manufacturers to exhibit at the winter furniture market, which will open on the first of the year, and the chances are that an unusually large number will have displays.

* *

O. C. Helm, who has only recently returned from a long trip in Western territory for Ira A. Jones & Co., will leave for another tour in a few days.

* *

Department stores are finding trouble in hiring salesgirls, and many are running short-handed. The stores which give the clerks premiums or commissions on sales are having less trouble than those which pay straight wages.

* *

The labor famine is causing difficulties at the cut glass factories here. They are endeavoring to work at full capacity, as they are loaded with orders, but good cutters and polishers are very scarce.

OBITUARY.

AT his home in Hawley, Pa., John S. O'Connor, who invented the "Parisian" pattern, which contained the first curve cutting done on glass, died last Monday, in his eighty-sixth year, following a short illness resulting from a fall. He was born in Londonderry, Ireland, June 6, 1831, and in 1836 was brought by his parents to America, the family settling in St. John's, Canada, later coming to New York City. While here Mr. O'Connor learned his trade, that of glass cutting, with the firm of E. V. Houghwrought & Co., remaining nine years with that concern. He was also in the employ of Turner & Lane for a short time. When the Civil War broke out John and two brothers enlisted and went out with the Sixty-ninth Regiment. After the war he went to work with his old employers and was made superintendent of their glass-cutting works. He later entered the employ of C. Dorflinger & Sons, starting glass-cutting at White Mills with one frame. Glass cut by Mr. O'Connor took the prize at the Paris Exposition. To his genius and untiring energy the high art reached in present-day glass-cutting is largely due. Prior to his origination of the circular cutting, mitre designs were the only ones employed. He invented the feeding-up machine, the hardwood polisher, and devices now considered indispensable in the making of cut glass. After a quarter of a century spent with the Dorflinger works Mr. O'Connor in 1890 erected a factory at Hawley in which three hundred men were given employment. Since the sale of his business to the T. B. Clark Co., a few years ago, Mr. O'Connor had lived a retired life, but always kept in touch with what was going on in the cut glass industry.

TO MEET NEEDS FOR IMPORTED DINNERWARE.

THE Mutual China Co. formerly Hollweg & Reese, Indianapolis, Ind., call attention to their large stock of complete matchings in an array of the most popular dinnerware patterns from such well-known foreign factories as J. & G. Meakin, Alfred Meakin, Johnson Bros., Grindley & Co. and Haviland & Co. It will pay the buyer to glance over the list of designs given in detail in the concern's advertisement on another page of this issue. The goods can be shipped at once. Besides these they have on hand a good-sized line of holiday goods in German and Japanese china, a large assortment of hand-painted wares decorated in their own studio, and a full stock of cut glass.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Sept. 30, '16	Corresponding period 1915	Exports Jan. 1 to Sept. 30, '16	Corresponding period 1915
New York ...	334	191	9761	7522
Boston	236	28	3513	3693
Philadelphia..	16	....	587	2004
Baltimore	160	92	2590	5870
San Francisco	138	8	1125	1403
New Orleans..	12	17	149	669
Portland, Me..	....	45	249	1051
Galveston	....	....	....	10
Newport News.	....	....	....	61
Portland, Ore	1	. ..	18	141
Inland Points	69	11	374	498
Total	966	392	18366	22922

From David Inglis & Co.'s Circular

TO	Shipments month end'g Sept. 26, '16	Corresponding period 1915	Exports Jan. 1st to Sept. 26, '16	Corresponding period 1915
Boston..	329	279	3754	3665
New York .. .	1261	958	9747	7331
Baltimore	286	442	2748	5778
Philadelphia...	157	102	584	2014
New Orleans ..	39	108	157	652
Newport News.	....	....	....	61
San Francisco.	143	81	1125	1425
Portland, Me..	....	....	484	1006
Galveston. ...	....	10	....	10
Portland, Ore..	....	1	17	141
Inland Points..	5	8	117	436
Total..	2220	1989	18733	22519

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The Smith-Phillips China Co. have placed a line of covered jugs on the market unlike any other offering of the character in the district. The line is to be had in nearly fifty decorations, and the feature of the jug is that when the cover is inverted a decoration similar to that on the outside of the jug is shown. The inside of the cover is also made so that when inverted it can hold a glass or pottery tumbler without danger of the latter falling. For several months the firm was engaged in working out a jug that would not only appeal to the eye, but be one of general utility and give additional service. Since being shown, the demand for the item has been strong, especially among the department stores.

* *

Among buyers visiting the district the past week were Thomas A. Neely, with Strauss-Hirschberg Co., Youngstown, O.; J. W. Watte, with Butler Bros., New York; Joseph Zender, with Cappel Furniture Co., Dayton, O.; Kent Denniston, with J. D. Purcell Co., Lexington, Ky.; J. H. Miller, Huntington, W. Va.; Miss Ella Brennen, with Rothschilds', Chicago; Joseph Moses, of the United China and Glass Co., New Orleans; Mr. Snyder, with the Mutual China Co., Indianapolis; Mr. Brackenridge, Ravenna, O.; Arthur Lit, of Lit Bros., Philadelphia.

* *

Buyers generally are satisfied with the ruling of many factories that they must pay for their merchandise the price prevailing at the date of shipment. The manufacturers say that the market has an advancing tendency, and under present conditions they are unable to forecast costs from one day to another.

* *

Frank I. Simmers has left for a brief Western trip in the interest of the Hall China Co.

*

Instead of registering at the hotels when they come here in December and January, visiting Elks may enjoy the advantages of the $75,000 Elks Temple recently dedicated here. The local Elks Club has thrown open its sleeping rooms to all visitors at a rate of $1 per night. Shower baths and other comforts are provided on each floor, the rooms are handsomely furnished, and a brass bed is in each room.

* *

The inability of the pottery manufacturers to secure sufficient labor is all that is holding back production. Thousands of dollars' worth of orders are held up on account of the scarcity of labor in almost every department. Buyers who have been in the district of late have had their eyes opened as to conditions, and no longer wonder why the manufacturers have been tardy in making shipments.

* *

It is a rather hard matter to get orders filled completely. In a number of instances orders are shipped short, the missing items being sent forward as quickly as possible. The clay shops have been unable to produce anything near like normal volume, and no stock is being placed in the warehouses.

* *

Quite a heavy demand for white ware exists, but the manufacturers are filling only such orders as are absolutely imperative. All the ware possible is being decorated, and new orders for white goods have little chance of being filled.

* *

Plans for the starting of operations in the former plant of the Chelsea Pottery Co.'s plant at New Cumberland, W. Va., have reached the point where local interests have the last word to say. Those who planned to take over the plant have abided by all agreements, but the New Cumberland situation is not yet clear.

* *

Present indications point to the election of Charles C. Ashbaugh, of the West End Pottery Co., as the next president of the United States Potters' Association.

* *

Never before has the demand for hotel ware been as extensive as this year. It is simply impossible to care for all business being offered. Not only is flat ware in heavy demand, but the wholesalers handling

restaurant trade have been unable to secure sufficient jugs. The vitreous porcelain hotel plants are crowded with orders, and the manufacturers of the semi-porcelain lines are just as busy.

* *

The buyer for a large Western house, while here a few days ago going over unfilled orders, in one office duplicated the order for January delivery at the price which might prevail at the time of shipment. "What we want is the merchandise," said the buyer, "and we are willing to pay the market on all that we can get, be it now or four months later."

* *

Canadian buyers have been most liberal in their purchasing of American pottery this year, and some exceptionally nice business has been left with local plants. The product is evidently gaining in favor throughout the Dominion, and Canadian orders in 1917 will undoubtedly be much heavier than this year.

* *

Out of fourteen jiggermen employed in one plant in this district, six quit work without giving notice and took employment in a sheet mill here. It was impossible for the manufacturer to fill the vacancies with unskilled labor, although mold runners were tried out under the tutorship of a competent workman. The damage to tools, molds, etc., while they were learning was so great, however, that the manufacturer was finally compelled to let the jiggers remain idle until skilled operatives could be engaged.

* *

The "secret process" under which Hall's fireproof china is being manufactured has eliminated all possibility of crazing. The ware is the only line of the character that is said to be craze-proof, being fired at a temperature of 2,400 degrees.

Beaver Falls, Pa.

Business with the Mayer China Co. is good. They are hampered a little for want of small help, like everybody else, and it is only the lack of that which prevents them from expanding. They have recently taken several good contracts for hotel ware. Some new ideas have been evolved in decorations which are very pleasing. This pottery is strong on underglaze work, and the fame of their wares is constantly increasing.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

F W Gremmels, t, Boggs & Buhl, Pittsburgh. 1140 B'way.

Mrs H L Boughton and Miss Deady, c, g, H L Boughton Store, Catskill. Continental.

W J Huber, t, F & R Lazarus Co, Columbus. Collingwood.

H W Hummel, c, g, Charleston, S C. Latham.

M C Weil, hf, Weil & Co, Detroit. Cumberland.

M Alperin, c, g, The Fair, Memphis. Aberdeen.

Chas Smith, c, hf, Brown, Thompson & Co, Hartford. 230 Fifth ave.

G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

C H Baxter, hf, Shepard Co, Providence. 220 Fifth ave.

G Louis, t, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

P L Beck, c, g, Baltimore (Md) Bargain House. 354 Fourth ave.

A R Lindenburg and J B Caruso, hf, c, t, New City Variety Co, Canandaigua. Breslin.

BOSTON BUSINESS NOTES.

"BUSINESS is excellent," said one of the leaders in the trade. We are having more buyers than for several years from outside New England—particularly from the Canadian provinces. Of course, the war situation and their inability to buy as much as ordinarily from Europe has caused this; but, unless I am greatly mistaken, the breaking down of the barriers to trade in this way will be a permanent help. To my mind, most of our goods will compare very favorably with those from abroad; and while our prices now may be unusually high, they will probably drop off in time to save the situation after the war ends. Should the Canadians find themselves able to buy here and get quicker deliveries, and perhaps even better goods at the same or lower prices, I have no doubt but that we shall obtain a large share of their trade."

H. J. Martin, buyer for The Barton Co., paid a visit to his friends here this week.

J. S. Dawes has returned from a lengthy visit in Maine and now is on a trip to the trade in Connecticut.

Frank A. Smith, buyer for the Gilchrist Co., is on a trip to the potteries in the Middle West.

The New England railroads have decided to end the hateful baggage declarations on Dec. 1 and reinstate the rules of a few years ago permitting the checking of baggage without any declaration of value whatsoever. No more welcome news than this has been given the trade for some time.

Leading department stores and other firms here are aiding the American Red Cross to increase its membership and have opened recruiting stations to this end. Among them are W. & A. Bacon Co., William Filene's Sons Co , Gilchrist Co., Houghton & Dutton Co., Jordan-Marsh Co., Kincaide's store, Quincy; Shepard,

Norwell Co., R. H. Stearns & Co. and the R. H. White Co. Already many new members have been enrolled through the efforts of the stores.

The trade will be interested in the talks on dining rooms and chambers to be given at Jordan-Marsh Co.'s annex, eighth floor, Nov. 6th and 8th, by Miss Charlotte Lewis, an authority on home decoration and furnishing. The talks will be free of charge.

John S. Watson's kitchen furnishings and hardware store was burned out in the fire which destroyed the Narragansett Block at Gorham, Me , the other day.

Richard Briggs is spendiug a few weeks at the Willis Inn, Stockbridge.

Three new incorporations in Massachusetts and one in Maine are of interest: Lumineus Mfg. Co., West Boylston, to make novelties; incorporators, Richard T. Gee, Harold C. Dyke and Mary M. Park; capital, $15.-000. Lowell Cut Glass Co., Lowell; Patrick O'Hearn, Thomas B. O'Hearn and Patrick J. O'Hearn; capital at start, $5,000. Russian-American Trading Co., Boston, dealers in glass, china, toys and novelties of all sorts; Avedis B. Selian and Aaron Tartakow; capital, $25,000. Washburn (Me.) Hardware Co., Thomas F. Phair, Agnes D. Phair, and Wallace P. Worth, kitchen furnishings, glass, crockery and hardware; capital, $10,000.

The Economy Tumbler Co.'s line is to be represented in this section hereafter by John J Reed & Son.

George C. Dutton, vice-president and a director of the Houghton & Dutton Co. for a number of years, is to resign from all active participation in the business there, except for his stock interest, and will devote his attention to the Roxbury and Cambridge stores. The Roxbury branch of the Houghton & Dutton Co. is to be incorporated as Dutton's Roxbury Store, and Mr. Dutton will be the president and principal stockholder. Percy S. Davis, the present manager, is to become vice-president and general manager. The Roxbury Store will run the departments which Houghton's at present conducts, under leases, in connection with the Cambridge Co-operative Society in Prospect Square. Mr. McKeon, the buyer, will continue in his present position.

EXPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of September amounted to £55,436, being an increase of £36,970 compared with the figures for the month of September, 1915, and an increase of £27,461 over the figures for August last.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of July, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain	$175,083	$157,704
Austria	1,807	1,946
France	82,868	69,058
Germany	49,892	14,612
Japan	143 862	147,831
Other Countries	28,224	76,048
Total	481,837	467,199

FOR SEVEN MONTHS ENDING JULY.

	1914	1915	1916
Great Britain	$1,370,420	$1,341,444	$1,187,117
Austria	309,100	140,399	81,551
France	818,513	549,047	590,779
Germany	2,195,544	1,178,901	294,685
Japan	680,988	609,010	692,739
Other Countries	176,126	254,304	311,274
Total	5,560,691	4,073,105	3,158,145

TOYS.

	1915	1916
Germany	$137,873	$ 7,330
Other Countries	62,592	89,076
Total	200,465	96,406

FOR SEVEN MONTHS ENDING JULY.

	1914	1915	1916
Germany	$3,093,320	$1,917,674	$353,947
OtherCountries	740,083	420,658	478,395
Total.	3,833,403	2,338,332	832,342

GLASSWARE.

JULY		FOR SEVEN MONTHS E'D'G JULY		
1915	1916	1914	1915	1916
$42,519	$45,274	$1,520,960	$778,652	$312,002

CHINA CLAY.

JULY		FOR SEVEN MONTHS E'D'G JULY		
1915	1916	1914	1915	1916
$105,490	$129,695	$1,098,170	$634,892	$884,652

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

JULY		FOR SEVEN MONTHS E'D'G JULY		
1915	1916	1914	1915	1916
$4,048	$ 164	$532,599	$260,700	$139,728

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 19, 1916.

THE TRADE'S DIVERSE ELEMENTS.

"THE crockery trade" includes the domestic manufacturers of and dealers in thin china, semi-porcelain, earthenware, hotel china, etc., the importers of and dealers in English and French earthenware and French, English, German, Russian, Swedish, Italian and Japanese china.

The domain of glassware is divided into branches producing pressed, blown, cut, lime and lead blanks and lighting glassware, to say nothing of bottles and other items. Imported goods include full crystal and half crystal tableware, ornamental colored wares of high grade, cut glass and rock crystal.

Although linked together under the title "crockery and glass trade," the different branches are as distinct as if they belonged to a separate industry. While the manufacturers of glass tableware sell to the same trade as the manufacturers or importers of dinnerware, they have little or no intercourse with each other, and scarcely know one another. About the only time they meet is at Washington when there is tariff agitation, and then they are represented by committees. Each branch is a separate calling working in a circumscribed circle independent of the other. The semi-porcelain manufacturer and the hotel china man may get together on tariff and labor troubles. But the glass manufacturer and the potter do not work together on even these essential points. The china manufacturer has his own little inner circle in the United States Potters' Association; the lighting glassware man has his coterie in the Association of Flint and Lime Glass Manufacturers; the English importer has his inside association; and so has the importer of French china.

Each of these classes revolves in its own orbit. The importers may work with the domestic manufacturers on a few points, but are generally antagonistic. About the only thing which brings them together is a failure where there is a hint of fraud.

This publication, in its review of the trade as a whole, finds it sometimes difficult to reconcile the conflicting claims of particular branches. We will state, for example, that the condition of business is reported good for the preceding week. Someone in a certain division will say that the report is wrong—business has been remarkably quiet in his line. That may be absolutely true; and yet the business of the crockery and glass trade as a whole was good. The difference lies in the fact that the men in each of the various brauches know only what is transpiring in their own spheres. They do not differentiate between their own interests and those of the entire trade.

There ought to be an association working for the good of the trade as a whole. As it is now, there are dozens of organizations each caring for its own branch. A convention of the trade which would include the domestic manufacturers of crockery, glass and lamps and the importers of all kinds of fictile wares could do a lot of good and smooth out many wrinkles. Much of the friction which tariff agitation inevitably brings could be amicably adjusted by a joint conference. The "crockery and glass trade" should be considered in the light of what it really is—an institution made up of many units.

PERSONAL.

IF it had not been that a deacon of the church was with him on a hunting trip last week, E. L. Bates would have said a few things. As it was, he had to take it all out in thinking. Some thoughts, too. After making a trip of a hundred and fifty miles by train and forty by wagon to "the garden spot of the world for hunting," as the friend who recommended the place put it, he didn't get a single shot during the whole week—excepting at a target. He says: "It's the first time in my life I ever traveled 190 miles to shoot at a mark. It wouldn't have been so bad if it had been a moving target; but it was one of those stationary affairs that you can hit with both eyes shut. Why, do you know, it was so easy that it got even the deacon's goat."

Disregarding submarines, Henry Creange sailed last Saturday on the liner Espagne for France, where he will visit the "Old Abbey" factory at Limoges, from whence he will go to England for a visit to the plant of

John Aynsley & Sons, and then to Italy to confer with the heads of the Ginori factory. All these concerns are represented by him in this country. He expects to be away some time, and has not settled on any date for his return.

⚜

D. King Irwin, local manager of the Cambridge Glass Co., accompanied by his family, left last Thursday in his car for Pittsburgh, where they will spend a week visiting relatives. Mr. Irwin while away will run over to Cambridge, O., for a visit to the factory.

⚜

Geo. H. Silvia, Eastern salesman, and Chester Best, Southern salesman, for the Pairpoint Corporation, both spent the latter part of last week at the concern's New York office.

⚜

M. M. Wallach, who covers part of the Middle Western territory for the J. D. Bergen Co., is simply bubbling over with happiness. And with good reason, too. After arriving home last Friday from a very gratifying trip his first thought was of a certain charming young lady in Jersey City who had been much on his mind while away. When seen leaving her home last Saturday it was easy to guess that he had received a favorable answer. As a result there will be a formal announcement of his engagement at a reception at the Elsmere next Saturday. The future Mrs. Wallach is Miss Selma E. Caro.

⚜

J. H. Smith, the tireless traveler for Cox & Lafferty, made a brief visit to the New York office over the week-end, arriving from Boston on Friday for a conference with C. P. Cox, and leaving again on Monday to resume his labors through New England.

⚜

I. Feldman, who recently went with the Wm. Hengerer Co., Buffalo, as buyer of china and glassware, was in town for a few days making arrangements for the removal of his family to the above city. Mr. Feldman finds his new surroundings very congenial and is already increasing the business in his departments. At present he is running a series of October sales that are proving a great success. While here he took the opportunity of dropping in a number of the salesrooms to place orders.

⚜

A. R. Engelmann, Western salesman for the Krantz & Sell Co., arrived home last week after making a trip that established a high record for sales.

⚜

Chas. F. Patten, who has been sending in some fine orders from the Middle West to Koscherak Bros., for whom he travels, came home last Friday for a few days' rest before making another attack upon the out-of-town trade. He will leave again on Monday for a month's tour of the New England States.

⚜

A. Fred Tepe got back Sunday reporting excellent results from a week's trip to Philadelphia, Baltimore and Washington in the interest of Hugh C. Edmiston. After packing a fresh supply of samples he left on Tuesday for points in the East and Middle West, with Albany as his first stop. He expects to be away over a month.

⚜

Axel C. Hanes, of C. Dorflinger & Sons' road staff, arrived home on Monday after spending several weeks covering territory in the East and Middle West.

⚜

Wm. M. Abel, of the J. D. Bergen Co. traveling staff, arrived at headquarters in New York last Thursday after completing a trip in which he registered the largest business he has had since 1913. He will remain at the local office the balance of the year, as the factory is so clogged up with his orders and those from other sources that it would be useless to go out again. A. R. von Colson, Southern traveling representative for the concern, also came home last week reporting phenomenal business all along the line.

⚜

Wm. Marcus left on Tuesday for a two weeks' trip through Pennsylvania and other Eastern points in the interest of Koscherak Bros.

⚜

J. Guy Hawthorn, buyer for the John Wanamaker store, Philadelphia, spent several days in town this week looking over some of the new import lines. Mr. Hawthorn said business was very good in his departments, but would be still better if it were not for the advancing prices, which in a good many instances make people think twice before buying.

⚜

Reuben Haley, head designer for the United States Glass Co., paid a brief visit to the concern's New York office last Saturday to see Manager Craig.

⚜

Accompanying C. B. Joseph, manager of the Oriental Sales Divison of the Dohrman Commercial Co., who arrived in New York from San Francisco last Saturday, were H. E. Hoertkorn, head of the firm's designing department, Geo. H. Simmons and A. T. Kenyon, two experienced salesmen who will soon be started on the road with the firm's new import line, the former covering the Eastern and Middle West territory and the latter territory west of Chicago. Charles Magee, formerly with Bawo & Dotter, has been engaged since Mr. Joseph's arrival to represent the concern in New York and vicinity. A salesman will later be engaged

for the Southern territory, thus covering the country completely. Mr. Hoertkorn will remain here until about December 1 for the purpose of calling on the large department store buyers and other important trade to get ideas and suggestions for new goods before returning to Japan.



News of the marriage of Miss Carrie Haight, who buys the glassware for Abraham & Straus, Brooklyn, under the supervision of H. Grant Straus, will come as a surprise to a host of friends in the trade. So clever was she in keeping her plans secret that only a few of her intimates knew she was to become a bride. When she returned last Monday from a two weeks' honeymoon spent at Roscoe, N. Y., the telltale ring was discovered, and she blushingly confessed that she was now Mrs. Chichester, the wife of a successful business man of Long Island. The CROCKERY AND GLASS JOURNAL joins with the many others who wish the newlyweds all the happiness the world affords.



W. A. Shaw, who is in charge of the decorating department of the Canonsburg (Pa.) Pottery Co., arrived in town to consult with H. Benedikt relative to new designs. F. P. Judge, of the National China Co., Salineville, O., another concern represented by Mr. Benedikt, was also a visitor.

AN UNUSUAL STORE.

AMONG the big and attractive crockery and glass stores throughout the country that of Kinney & Levan, Cleveland, O., stands out prominently. While the concern is incorporated, and the "Co." should perhaps be added, nobody thinks, however, of the house except as Kinney & Levan, because the personnel and long career of the two men who founded the business are conspicuous. There is only one George W. Kinney in the line, and when Mr. Levan was living he was in a class by himself. There is a younger element coming forward now who are taking their turn in the game, viz: A. L. Osborne, salesmanager of the wholesale department; Guy C. Robinson, manager of the crockery department; Carl P. Eichler, manager of the housewares department, and Chas. H. Lang, manager of the lighting and glassware department. These five, together with George W. Kinney, constitute the board of directors.

But it is about the store itself that we wish to speak just now. In the first place, it is big—just big and huge—and stocked with a wonderful array of crockery, glass, housewares, and a lot of special stuff, some imported, some domestic, and a lot more that they make themselves. This is for the crockery merchants all over the country.

Then they have a retail department that is a wonder. It is 450 feet long and from 50 to 85 feet wide. Down on one side is a silverware department that is as big as anything of its kind anywhere. Half way down the length of the store is a display of china and glass that just takes the women by storm—they can't help buying. In the center is a section just now given over to Hallowe'en goods, and then follows just the prettiest, most engaging array of fancy things, such as prizes, gifts, favors and articles for the use of the entertainer; and back of that is a department 200 x 85 feet devoted to housewares.

The basement, reached by a winding staircase which in itself is an attraction, is stocked with lighting fixtures, electrical devices and garden pottery. A shade and lamp studio, where attractive shades and lamps are made, is also housed here.

It is an unusual store, run by unusual men.

RAIN SPOILS GOLF GAME.

WEST ORANGE, N. J., 12:45 p.m. THURSDAY.—The game scheduled for to-day by the Salesmen's Golf Association at the Essex County Country Club will have to be postponed on account of rain. Some of the more courageous ones made an attempt to play, but the drenching they got was too much for even the most enthusiastic among them, and in consequence the seventeen who showed up are now making themselves comfortable in the club house, praying for sunshine in the hope that they may play eighteen holes this afternoon.

Among those swapping stories and quenching their thirst in congenial little groups are John J. Miller, Eugene Peck, K. L. Wedgwood, J. D. Dithridge, L. S. Owen, L. S. Hinman, W. W. Magee, F. Primrose, J. F. O'Gorman, H. C. Gray, E. F. Anderson, Geo. Lobsitz, J. Meredith Miller, W. S. Pitcairn, Gilbert Pitcairn, E. J. Boote and H. P. Muirheid.

AFFAIRS OF R. R. GEIST & SON.

SCHEDULES filed by R. R. Geist & Son, Third avenue, corner Eighty-sixth street, show liabilities $95,700, and assests $56,700. Creditors purpose to make a composition at fifteen cents on the dollar, and Judge Hand has referred the matter to Stanley W. Dexter, referee.

A KIND word about everybody of whom you can speak well and a discreet silence about others is one way of adding happiness.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

It would occasion no surprise to hear of manufacturers advancing selling lists ere long. The recent advance in wages granted workers would in itself be sufficient cause. At the recent wage conference between manufacturers and committees representing operatives, paste-mold workers were given an increase of ten per cent and a similar increase was granted the shade and globe departments, pressed shade workers and chimney blowers. The chimney gatherers were granted an increase of fifteen per cent.

"What will be the most popular novelty offered at the glass exhibit in January?" is the query among buyers now. Last season it was the black glass lines.

Transportation facilities are such that all shipments are slow in reaching destination. It frequently happens that shipments leave factories, but are not delivered for a long time. Freight traffic is unusually heavy, and a shortage of cars adds to the difficulty of the situation.

H. M. Kelly, who left the service of the United States Glass Co. to enter the manufacturers' agency business in St. Louis, is being sought by many factories to carry their lines there. Mr. Kelly has just announced that he has taken on the line of the Sunshine Glass Co., Cleveland, of which Mr. Brown, formerly of the Geo. H. Bowman Co., is president.

New business is being received in greater volume than ever, and in the opinion of many manufacturers this condition is likely to obtain throughout the balance of the year.

Demand for the "Amethyst" line of the United States Glass Co. continues to grow. Especially is this true of the cut patterns. This concern is now showing a new line of vases in a matt decoration, the latter being in different colors.

Almost every week glass manufacturers receive requests from manufacturers' agents located in foreign countries, asking accounts. The American glass manufacturer is undoubtedly developing a large export trade, and if it were not for the current heavy domestic demand a still greater export business would be possible. Only last week factories in this territory received requests for their lines from agents in Spain and South America.

A new catalogue and price list is expected to be issued shortly by the New Martinsville (W. Va.) Glass and Mfg. Co. containing additions to the line created by Jule Braun, who recently assumed the management of this factory, succeeding Dave Fisher.

Joseph Moses, of the United China and Glass Co., New Orleans, was in the district last Friday, after visiting East Liverpool, on his way to New York.

President Robert G. West, of the Western Glass & Pottery Association, announced this week that over a hundred new members will have been added before the end of the fiscal year.

While some of the larger buyers of glass have started to anticipate requirements for early year delivery, manufacturers are not encouraging such business, maintaining that it is impossible to forecast market conditions so far in advance. In several instances, however, orders have been placed with the understanding that invoices will be filled at the prices prevailing at the time of shipment.

The Oriental Glass Co. continues to make liberal export shipments of decorated ware. Only recently this concern completed an extensive order for Australia.

Operations in the new cutting department of the United States Glass Co. at Gas City, Ind., are increasing. Many of the new cut lines of this concern are from this factory.

From present indications the largest exposition in the history of the glass and pottery trade will open at the Ft. Pitt Hotel here in January. Practically every sample room on the sixth and seventh floors has been

spoken for, and many of the exhibitors want larger space than last season. It is believed that the volume of business booked will also surpass previous high records.

According to a report reaching this district, Harry Edmunds, formerly of New Martinsville, W. Va., has resigned as manager of the plant of the Fostoria (O.) Glass Co.

In the list of reservations for the annual glass and pottery exhibit at the Fort Pitt Hotel in January it was stated recently that M. S. Benford would represent the Emil F. Kupfer Cut Glass Co. It should have read "Penn Cut Glass Co." Geo. McIntyre, representative for the Kupfer line, expects to have a display there, but has not yet made his reservation.

POINTERS FOR BUYERS.

ROCK CRYSTAL AT PITCAIRN'S.

What may be considered a noteworthy accomplishment was the acquisition by the Wm. S. Pitcairn Corporation of the American representation of Messrs. Stuart & Sons, Ltd., Stourbridge, England, renowned for the past century for their productions in the finest quality rock crystal. The final arrangements for the exhibition of the ware in this country were consummated by Mr. Pitcairn on his recent European trip, although negotiations had been pending for several months previously, and a selection of samples is now on view at his showrooms, 104 Fifth avenue. While this is the first time the line has been represented here, it is by no means a stranger on this side of the water. American buyers in search of good things in the European markets long ago discovered its value and welcomed it as a desirable adjunct of their glassware departments. The exclusiveness of the ware applies to both shapes and designs, the latter being so beautifully executed that words cannot adequately describe them. A line of this class is naturally associated in the mind of the buyer with high prices; but it is a mistaken impression in this instance. One of its surprising features is the modesty of its figures, considering the quality. In stemware and tumblers there is a showing of wonderfully artistic shapes in "period," classic and modern patterns that will appeal to the most varied tastes. There is a variety of styles and sizes in bowls, and a particularly strong line of vases, center-pieces for the table, candlesticks, and other items. It is the most extensive showing of rock crystal from one factory ever displayed here.

RAPIDLY FILLING UP.

The diversified display of designs at Morimura Bros., introducing a multitude of remarkably clever ideas in shapes and novel articles in fancy china for ornamental and utilitarian purposes for 1917 delivery, sets a standard in Japanese wares that would be difficult to equal. Its unusual attractiveness has made such a hit with the trade, and orders are piling up so fast, that the concern urges buyers to make selections as soon as possible, as the volume of business already booked is fast approaching capacity.

EXCEPTIONALLY BEAUTIFUL DECORATIONS.

The exhibit of G. D. A. Limoges dinnerware at the salesroom of Haviland & Abbot Co. has taken on added interest for the buyer by reason of the recent arrival of the import samples for 1917, and the exceptionally beautiful decorative treatments are greatly admired. Odd and striking colorings have been employed in some of the border designs and all-over patterns, and there are a number of novel arrangements that meet with unqualified approval.

FLOWER POTS, BUD VASES AND CANDLESTICKS.

In addition to the Porzellanfabrik Tirschenreuth dinnerware, etc., for which they are the American representatives, Paul A. Straub & Co. have taken on several lines of domestic goods that are of special interest to the buyer looking for something a little out of the ordinary. Particularly attractive for their daintiness is a line of miniature flower pots, bud vases and candlesticks for table ornamentation. The pots, which are in various solid delicate tints, are filled with artificial flowering plants; the bud vases and candlesticks in pretty shapes are tinted in the same colors. The latter have candles and candle shades to match. These items were especially designed as twenty-five and fifty cent retailers, and should prove winners at the price. The concern has made up a special ten-dollar assortment of the goods that will be sufficient to demonstrate their salable qualities.

NEW BLACK AND WHITE DESIGN.

An attractive addition to the display from the S. A. Weller pottery just received by C. A. Taylor, local representative, is a new white and black design. The charm of the pattern lies in its extreme simplicity. It consists of alternating black and white stripes terminating in ovals within an inch of the top to form a plain border effect. The body of the ware is of fine texture, and the shapes could not be improved upon. It is shown in jardinieres, hanging baskets, flower blocks and other salable items.

JAPANESE GOODS THAT ARE DIFFERENT.

With the arrival last Saturday from San Francisco of C. B. Joseph, manager of the Oriental Sales Division of the Dohrmann Commercial Co., accompanied by a large corps of assistants, the local headquarters of the concern, 85 Fifth avenue, at once became the scene of unusual activity, and by the first part of this week the firm's new import line of oriental goods was on display. To say that it is creating a sensation is not ex-

aggerating in the least. The goods are designed along entirely new lines, according to American ideas, and are radically different from the Japanese wares one is accustomed to seeing. Good as the firm's introductory line was last year, this year's is still better, and when entirely complete, which it will be within a week, it will be well worth going out of one's way to see. Their announcement in our next week's issue will give further particulars.

BERNARDAUD & CO.'S NEW LINE.

There is nothing to indicate the disturbed conditions in Europe in the new 1917 import line from L. Bernardaud & Co., the samples of which have just been placed on display by Manager Jas. J. Temple. The comprehensiveness of the line is surprising, ranging from moderately-priced floral sprays and other pretty treatments to gold encrustations in combination with colored enamels. Various choice designs are shown in rich colors over matt gold, and there are any number of dainty conceptions in white and gold, including new lace effects. One pattern that is unusually odd and attractive is a Louis XIII style broken border, in which a carmelite color is used to excellent advantage as the basis for a unique treatment. From dinnerware one turns to an unusual collection of service plates, every one of which is different from the usual style of decoration. A particularly fetching design is the "Trianon" —a wide band composed of small gold roses with touches of black between heavy gold lines.

METAL NOVELTIES.

"Levant" and "Cordevant" are the names of two new finishes on metal novelties that are gaining in popularity every day with the Bradley & Hubbard Mfg. Co. As the name suggests, the yare in imitation of leather, The clever manner in which the grain is reproduced is a real achievement, while the dark green and drab colorings are very rich. As usual, the concern has evolved any number of new ideas in desk

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sets, smokers' sets, and various other specialties. The display of this class of goods is one of the most interesting on the market.

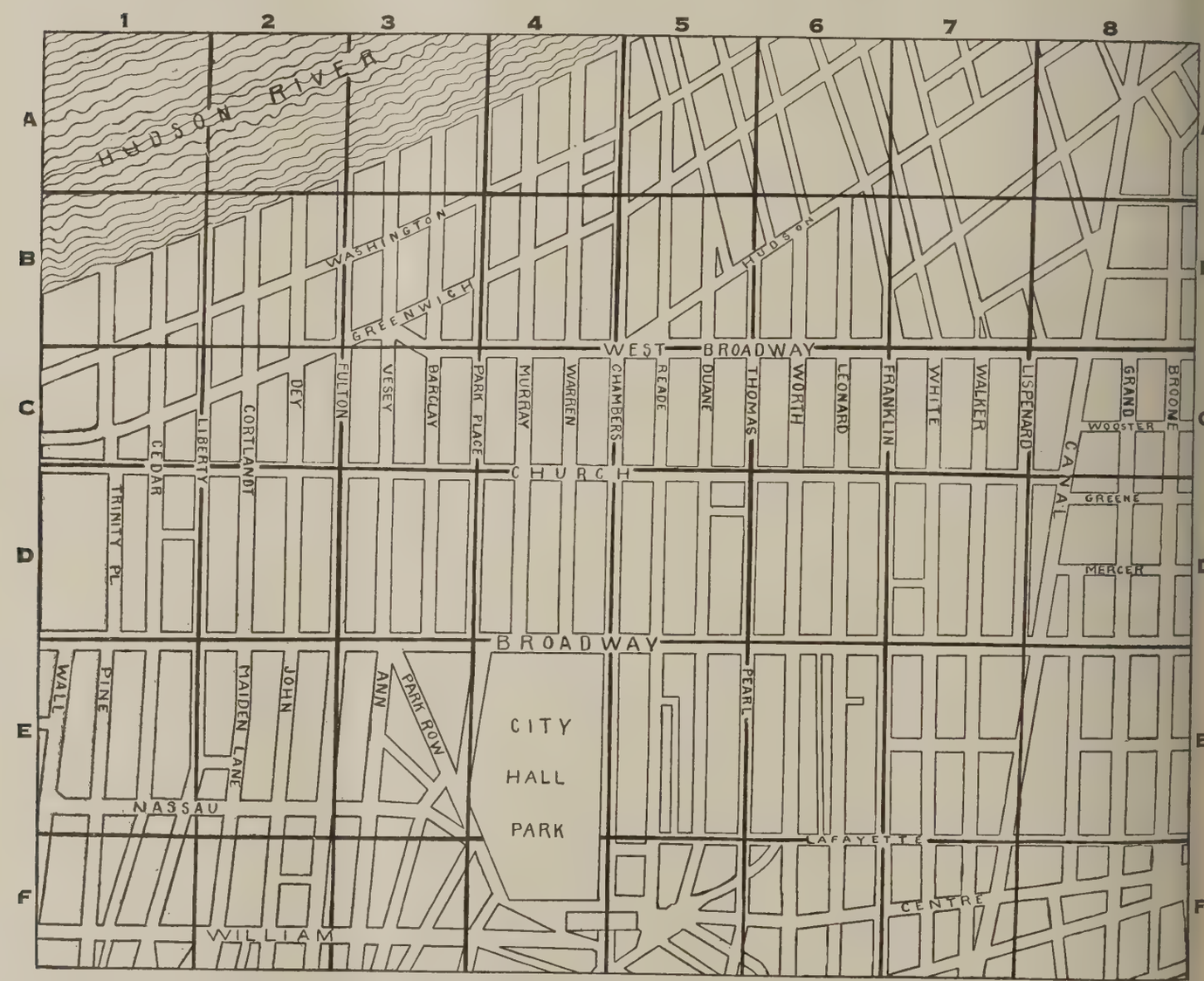
IMITATION MARBLE GLASS.

Every buyer who can do so should call at the salesroom of the Horace C. Gray Co., where is shown the latest success of the Westmoreland Specialty Co.—a line of marble glass that is eliciting a great deal of attention. No better imitation of marble could be conceived, the color and finish being admirable. Bowls of various styles, jardinieres, comports and other articles are on display.

PROPER ENVIRONMENT.

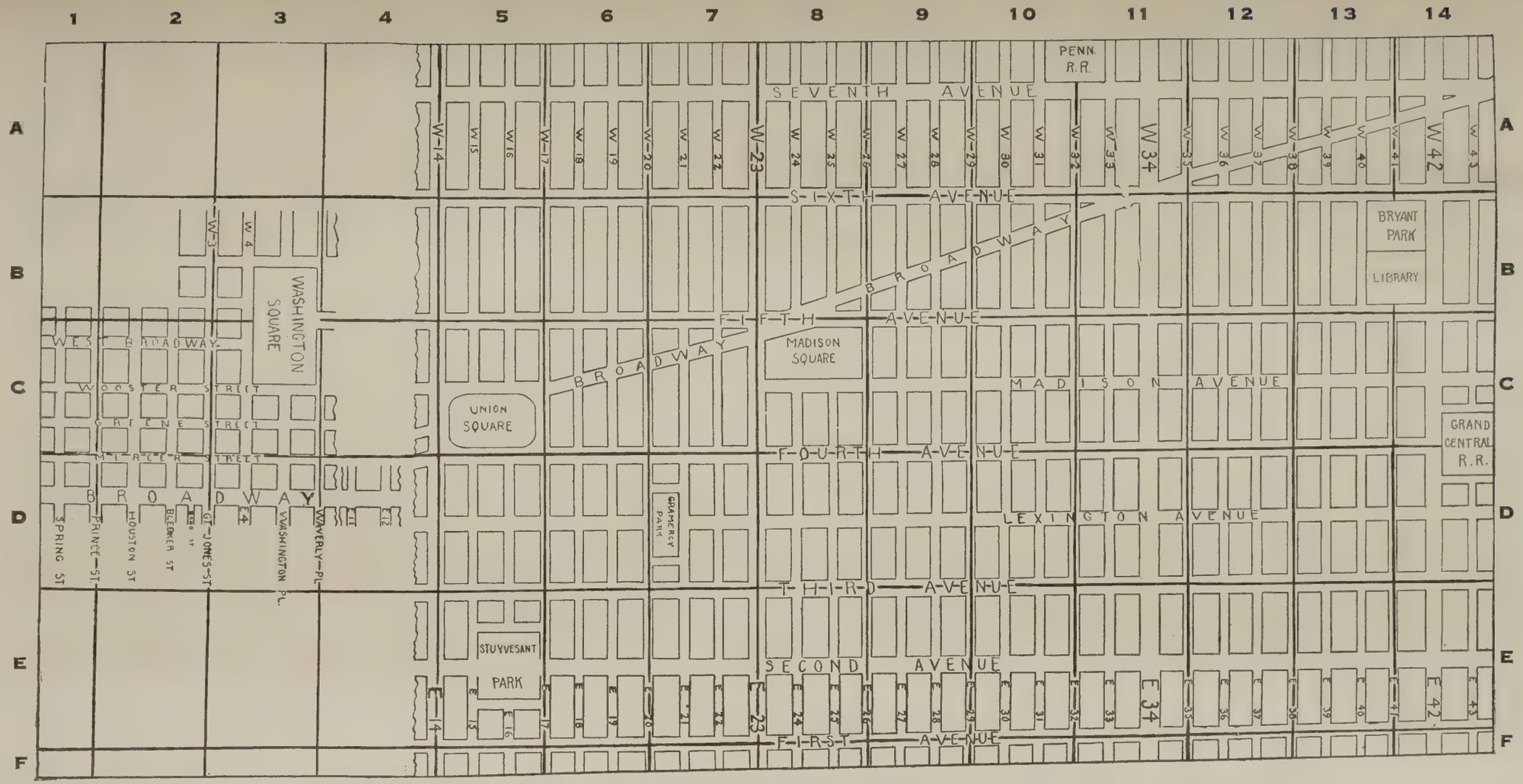
THE Geo. H. Bowman Co., Cleveland, O., have recently fitted up a large room in which to show specially-selected high-class goods. It is very tastefully arranged. Low shelving surrounds the apartment, which contains a number of small tables for display purposes. The floor is carpeted and there is an air of refinement about the place which takes away the commercial aspect and invites repose while a buyer is being shown the goods. The department is under the exclusive control of Miss Josephine Beanbarnard, who is also the buyer.

Locations of Firms in the Downtown District.



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Boote, E., 35 W 23d.....B-8
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Haviland & Abbot Co., 95 Madison ave.....C-9

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Koscherak Bros., 129-131 Fifth Ave..... C 6

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Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.... ....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
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RECENT CUSTOMS DECISIONS.

ENGLISH pottery came in for advanced values in a reappraisement made by Judge McClelland last week. The merchandise was described as "Ruskin pottery" of different grades. Most of the advances amounted to 1s: per article. The discount on entered value was set down at 2½ per cent, and on advanced value 5 per cent. The merchandise was from W. Howson Taylor, Birmingham, and was entered at Cleveland.

The F. W. Woolworth Co. was partly sustained in protests affecting glass stemware. The merchandise was taxed 45 per cent by the Collector as blown glassware, while the protestants claimed a rate of 30 per cent as "manufactures of glass." Judge Sullivan, in his decision for the board, reached the conclusion that the stemware indicated on a schedule marked "A" was dutiable as claimed, the protests being overruled as to the balance of the goods.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesmen on commission basis to handle our line of cut glassware as a side line. One in each of the following States: Ohio, Indiana, Illinois, Michigan, Pennsylvania, Kentucky and Tennessee. Address A 100, this office.

WANTED—A thoroughly-competent salesman, familiar with the pottery trade, to work the large premium dealer and regular china trade. Must have first-class references. Address X Y D, this office.

WANTED, SELLING AGENT.—We desire to make connections with a strictly high-class salesman for Pacific Coast States. Our line consists of lead blown tumblers, stemware, jugs, vases, etc., making one of the most complete, high-grade lines of fancy glassware produced in America. Old-established factory with reputation for service and quality. Applicants must give full particulars as to age, experience, past and present connections, references, etc., in first communication. Address MANUFACTURER, this office.

TO LEASE.

FIFTH AVENUE SHOWROOM in an exceptionally desirable location at Twenty-seventh street and Fifth avenue—street floor. Will sublet with or without wall cases at reasonable rental. S. STERNAU & Co., INC., 233 Fifth Ave , New York.

FOR SALE.

POTTERY FOR SALE.—A pottery situated in New Jersey, two kilns, biscuit and glost, and two decorating kilns. P.R.R. siding. A going concern making a line of fine specialties. Terms arranged to suit purchasers. Address S. M. P. B., this office.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick. Address OHIO, this office.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS.	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR.	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold.	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston

☞ **Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

CROCKERY and GLASS JOURNAL

NEW YORK, OCT. 26, 1916.

POTTERS ADVANCE WAGES.

A WAGE increase amounting to about seven and a half per cent throughout all departments has been granted members of the National Brotherhood of Operative Potters by the United States Potters' Association, effective the first full pay after November 15, and under certain conditions.

The manufacturers have sent notices to the trade that hereafter on extremely low rates 25 per cent would be added to the base of invoices, and to others 20 per cent, including packages. This really means that the manufacturers have added only 10 per cent to the base of invoices over the rule that has prevailed during the past few months.

The proposed wage increase was first brought to the attention of the manufacturers last May by the executive board of the Brotherhood as a result of the constant increase in the cost of living. However, the members of the United States Potters' Association refused even to consider the increase until about two months ago, when the saggermakers walked out on a strike. It was then they definitely decided to grant a general increase to practically every employee, although no announcement of their intention was made at that time.

The raise will last until the expiration of the present wage agreement, while "present conditions shall continue in the pottery industry." The advances are understood "to be a premium for steady work and faithful observance of the agreement."

The advance to jiggermen and dishmakers is conditioned upon the workmen, with the assistance of their boys, carrying their own clay in case the clay carriers fail to report for duty.

The advance to kilnmen is conditioned upon there being no opposition to the placing of the extra apprentice when the necessity arises as specified by the wage scale. When a kiln crew cannot be filled with a full complement of steady, competent, regular men within one week after application to the secretary of the Brotherhood, it shall be considered prima facie evidence of a scarcity, and the firm may then add an extra apprentice to that crew without further formality and without opposition on the part of the kilnmen.

The revised scale follows:

KILNMEN.

First week paid out of the office.

First three months, $1.75 per day, actual straight time.

Second three months, $1.50 per day, counted on kilnmen's time.

Second six months, $1.60 per day, counted on kilnmen's time.

Second year, $1.70 per day, counted on kilnmen's time.

Third year, $1.80 per day, counted on kilnmen's time.

All subject to the advance of ten per cent.

The difference between the wages of the second apprentice and regular journeymen wages for the first two years shall be divided among the other members of the crew.

On plants where the green saggers were delivered at the expense of the firm prior to June 1, 1916, it shall continue to deliver them to the kilnmen.

On plants where the kilnmen have been accustomed to carrying the green saggers it shall be optional with

the manufacturer to deliver the saggers by oddmen; but on the smaller plants where it is impossible to arrange for common labor to do the work it is agreed that the firm shall pay the kilnmen for delivering the green saggers.

To arrive at a piecework price a period of two weeks shall be taken, during which count shall be kept of the green saggers carried by the kilnmen, their time being figured at the rate of 50c per hour.

From the amount paid the kilnmen for the work and the number of green saggers carried, a piecework price per sagger shall be arrived at, and this piecework price shall govern the work after that time.

Pressing	10 per cent
Packing, day work	$3.50 per day net
Packing, piecework	10 per cent
Sticking-up and finishing	10 per cent
Casting	5 per cent
Dipping	5 per cent

The advance to dippers is conditioned upon there being no demand for more female assistants than were provided at the beginning of the present wage agreement, October 1, 1915.

Handling	5 per cent
Kilndrawing	5 per cent
Moldmaking	5 per cent
Saggermaking	5 per cent
Turning	5 per cent
Glost dressers	5 per cent
Bisque brushers	5 per cent

This advance to glost dressers and bisque brushers is understood to be based upon the East Liverpool scale of $1.35 for dressers and $1.40 for brushers per day of nine hours.

Women kilndrawers	5 per cent
Dippers' helpers	5 per cent
Warehousemen	5 per cent
Decorating kilnmen	5 per cent

CONDITIONS.

First—This advance shall not be obligatory except to regular employees whose names appear on the pay roll.

Second—No employee who absents himself without reasonable excuse when his work is needed shall receive the increase for the pay during which the second or subsequent offense occurs during any period of three successive months.

Third—The increase will not be paid to any workman who quits without working out his notice, or in any way violates the discharge agreement.

Fourth—The increase will not be paid to any workman who refuses to work under the conditions of the wage agreement.

Fifth—No advance shall be paid any workman who is governed by action or law of his local in violation of Paragraph 6 of the Astor Agreement.

A MAN who needs advice is apt to get the kind he doesn't want.

TO NOMINATE OFFICERS.

THE special meeting of the Pottery, Glass and Brass Salesmen's Association to make nominations for the offices of president, vice-president, secretary and treasurer for 1917, and three directors to serve three years, will be held November 17 in the Crockery Board of Trade rooms, 126 Fifth avenue, at 12 o'clock, noon. The directors whose terms expire are Fred C. Brey, D. King Irwin and W. W. Magee.

AT CHICAGO.

DEPARTMENT stores, wholesale houses and factory salesmen are all busy; and in spite of the much-discussed shortage of goods it is believed that everybody will be ultimately fairly well supplied. The factories which do business through representatives here have been plugging right along, and although still behind on orders have made a pretty fair showing in recent weeks.

* *

C. V. Harris, representing the Paden City Pottery Co., was a visitor in the city this week.

* *

J. H. Venon, of New York, was at the Hotel Sherman last week with his line of imported china.

* *

Walter Jones, traveler for the United States Glass Co., left the city last week after spending a few days at the local office.

* *

Dana F. Richardson, buyer for Burley & Tyrell, has recovered from a recently sprained ankle.

* *

A. H. Abbott & Co., decorators' materials, N. Wabash Ave., have started winter classes in china decorating. The company has a good supply of white china for decorating purposes on hand, and the outlook for the decorating school is excellent.

* *

George Ramskill, of the Dennison Mfg. Co., brass novelties, has recovered from his recent illness and is once more calling on the trade.

* *

O. B. Eckland, of the Central Cut Glass Co., has returned from a business trip to New York.

* *

E. Michael Meder is preparing to handle the full line of Louis Wolf & Co,, and is making alterations in his warerooms to accommodate the samples.

* *

Word of the arrival of William Howell in Japan has been received by Pitkin & Brooks.

* *

Peter Rinkin, buyer for the Boston Store, has turned a new batch of statuary loose on his floor, which

with its thick carpet and the large wall mirrors at the south end is highly attractive.

* *

Walter G. Minnemeyer, who has been in the East visiting factories, is again at his office.

* *

Frank Tinker, of the Cut Glass Products Co., has returned from a business trip to Milwaukee.

* *

Norman Walker, of Meakin & Ridgway, New York, was in the city for several days last week.

HEARINGS ON TRANSCONTINENTAL RATES.

IN the so-called transcontinental railroad rate case, involving rates on a vast traffic in commodities between the Pacific Coast and the East, which has been ordered reopened, the Inter-State Commerce Commission has assigned hearings on proposed rates at Chicago November 20, Salt Lake City November 28, San Francisco December 4, Portland, Ore., December 11, Spokane December 14.

THE CONDITION OF BUSINESS.

New York The influx of orders for wares of every description continues unabated. Fewer buyers personally visited the salesrooms the past week, but very satisfactory demands came through the mail.

Road representatives are almost without exception doing a good business—so good, in fact, in some instances that the buyer seeks the seller, instead of the reverse, as in ordinary times.

French and English wares are coming in fairly well, but are not allowed to remain in the bins long. Every kind of ware is being sought from stock by buyers all over the country.

Some of the domestic glass factories are so clogged with business that their representatives, while accepting such orders as come along in the natural course, are not going out of their way to seek new ones.

Local agents for domestic potteries have received notification of the advance that had been predicted for some time, owing to labor conditions, rise in materials, etc. Buyers are gratified that the increase does not exceed ten per cent. Realizing the difficulties under which the manufacturers have been laboring, they rather expected it would be more.

There is trouble in filling repeat orders for toys this year. In ordinary times the big buyers stopped at the domestic houses in January and February on their way to Europe, and again when they returned in July and August. Last year they were uncertain just what course to pursue. Some of them bought at home early; others, hoping that war conditions might change, waited until summer—and regretted it. This year the bulk of the buying was done in the very early spring. Later buyers have found "lions in the path." With a hundred factories going, still orders cannot be filled.

Pittsburgh and Vicinity The demand for glass continues active, and those buyers who have so far failed to anticipate their requirements stand very little chance of having their orders filled. In some plants certain lines are sold up for the next five months. The movement in table ware is comparatively light, demand running strongly to specialties and cut goods. Cutting shops have been heavy buyers of blanks, both plain and figured. More business is being offered the tumbler manufacturers than can be taken care of.

East Liverpool and Vicinity New business continues to be received by the manufacturing potters in this district in larger volume than can be shipped. Quite a lot of back orders remain on file, and more than one manufacturer declares that he will be unable to ship all his orders this year. Buyers do not hesitate to place business at the new prices. Production is expected to increase from now on, on account of the workers being granted an increase in wages. New lines for the coming season are being whipped into shape, but no delivery of the offerings will be possible until late in the first quarter of the new year.

BUSINESS BRIEFS.

Fire damaged the plant of the Greenwood Pottery Co., Trenton, N. J., on Tuesday to the extent of $5,000.

* *

Arthur A. Bean, representative of the Lonaconing (Md.) Glass Co., will remove November 1 from the Fifth Avenue Building to 16 West Twenty-third street, where he will occupy part of the floor with A. H. Hays and Wm. Warrin.

* *

In order to concentrate their Eastern business all in one place, Marshall, Field & Co., of Chicago, have leased 100,000 square feet in the Albemarle Building, Twenty-fourth street and Broadway. They will occupy the street level store, basement, second and third floors. They have been occupying the building at 104

Worth street, also lofts at 87-89 Fifth avenue and in the Bush Terminal.

* *

Fred Beiswanger, who was recently appointed New York representative for the new Paden City (W. Va.) Glass Mfg. Co., as well as the Mound City Glass Works, Lumberport, W. Va., has secured part of the salesroom of Bates & Ledden, at 16 West Twenty-third street. He has the rear section, and has fitted it with mirror-backed fixtures for displaytng his lines.

POTASH SUPPLY IN UTAH?

ALUNITE deposits in the mountains of Utah may develop a source of American potash is the belief of Government scientists who have been conducting laboratory investigations under direction of the Bureau of Soils. These investigations were prompted by the Government's desire to assist in developing potash to take the place of that formerly imported from Germany.

The scientists believe, however, that capital might be wasted needlessly should efforts be made to develop the potash industry in Utah without a complete understanding of all the conditions. They have concluded that if a market also could be found for the other products of alunite ore besides potash, namely, sulphur and aluminum, it probably would pay to develop the industry. The ore is found only in the Utah mountains, and to bring it out expensive tramways would be necessary. It then would have to be shipped many miles to a market.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

A A Hall, g, Hutzler Bros Co, Baltimore. Imperial.

R Evans, c, J N Adam Co, Buffalo. 18 West 35th.

J J Henry, hf, J L Hudson Co, Detroit. 354 Fourth ave.

W J Moreland, hf, E Malley Co, New Haven. 220 Fifth ave.

F P Ford, t, Scruggs, Vandevoort & Barney D G Co, St Louis. 23 East 26th.

R B Gable, hf, W F Gable & Co, Altoona, Pa. 230 Fifth ave.

W M Oddie, c, g, Griggs Co, Cleveland. Imperial.

C N Kierst, t, Foster, Ross & Co, Auburn, N Y. 1170 B'way.

R C Gibson, t, Marshall, Field & Co, Chicago. 104 Worth.

E F Loge, hf, g, Miller & Rhodes Co, Richmond. 432 Fourth ave.

W J Harkness, t, and W W Mosher, hf, Sibley, Lindsay & Curr Co, Rochester. 432 Fourth ave.

M C Weil, hf, Weil & Co, Detroit. Cumberland.

C Morrison, g, Wright, Tyndale & Van Roden, Philadelphia. Longacre.

B Long, hf, J Long's Sons, Wilkes-Barre, Pa. 116 West 32d.

J Carson, c, g, Carson Crockery Co, Denver. Longacre.

J A Thompson, c, hf, g, T C Watkins Co, Hamilton, Ont. 23 East 26th.

G W Hoagland, c, g, hf, Dimond Co, Providence. Latham.

P L Beck, c, g, Baltimore (Md) Bargain House. 354 Fourth ave.

C W Conant, hf, Porteous, Mitchell & Braun Co, Portland, Me. 432 Fourth ave.

OUR ADVANCING ART.

DURING the past year the better sorts of pottery made in America have found a market large enough to call forth a production more than a third greater than any in the history of the industry, says the "Journal of Ceramics," which declares that a fresh and vigorous invention characterizes the designs now being contributed by American trained industrial art workers, and that there is a field in this work which invites graduates of industrial art schools to profitable employment.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 7, '16	Corresponding period 1915	Exports Jan. 1 to Oct. 7, '16	Corresponding period 1915
New York	116	110	9877	7632
Boston	67	44	3580	3737
Philadelphia	....	8	587	2012
Baltimore	13	22	2603	5892
San Francisco	....	....	1125	1403
New Orleans	8	....	157	669
Portland, Me.	....	40	249	1091
Galveston	....	....	....	10
Newport News.	2	....	2	61
Portland, Ore	....	..	18	141
Inland Points	....	....	374	498
Total..	206	224	18572	23146

From David Inglis & Co.'s Circular

TO	Shipments month end'g Sept. 26, '16	Corresponding period 1915	Exports Jan. 1st to Sept. 26, '16	Corresponding period 1915
Boston	329	279	3754	3665
New York	1261	958	9747	7331
Baltimore	286	442	2748	5778
Philadelphia	157	102	584	2014
New Orleans	39	108	157	652
Newport News.	....	....	....	61
San Francisco.	143	81	1125	1425
Portland, Me.	....	....	484	1006
Galveston	....	10	....	10
Portland, Ore.	....	1	17	141
Inland Points.	5	8	117	436
Total..	2220	1989	18733	22519

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Buyers representing large interests who have been in the market of late, and those who have made mail inquiries, have been given very little satisfaction relative to what they may expect during the coming year in the shape of shipments. The tendency of the larger interests is to place contracts for possible requirements now, but the pottery manufacturer is making no promises as to what may be possible after January 1. All business on file will be taken care of first, or will be given the preference. Buyers who expect prompt deliveries of orders given now ought to know that such shipments are impossible. The fact that the manufacturers have announced a new selling list has not caused any alarm. All the buyers want is the merchandise, and manufacturers are making all possible efforts to supply them.

* *

Among the buyers visiting the district of late were Frank Smith, with Gilchrist & Co., Boston; J. W. Watte, with Butler Bros., New York; Maurice Bergman, New York; Mr. Goettman, with William Block Co., Indianapolis; Leon Neubric, with Crowley, Milner Co., Detroit.

* *

The new office building and sample rooms of the Knowles, Taylor & Knowles Co. are expected to be ready for occupancy January 1. The masonry has been completed, and interior construction is being rushed. The present sample rooms "across the bridge" will be abandoned, and buyers will not have to leave the general office building to inspect samples. The company is also building a stock room near the new office building. The present offices will be converted into a warehouse.

* *

It is only just that old business on file should be given the preference. Some buyers who placed orders last March have not yet received their goods.

* *

Announcement is made by the Potters' Co-Operative Co. that it will hereafter discontinue the manufacturing of toilet ware and its "Cable" shape. The intent is to create a greater production and increase the output on its dinnerware lines and specialties.

* *

A local manufacturer received an order October 15, and just one week later a wire was received from the purchaser asking "When will our order be shipped?" The manufacturer smiled.

* *

Local manufacturers have been scouring the country for saggers. Former general ware plants which have been converted into sanitary shops have been gone through and several thousand saggers thus obtained. All those at the Ford City (Pa.) Pottery were bought by a local manufacturer a few days ago.

* *

Joseph Davis, Pacific Coast salesman for the Knowles, Taylor & Knowles Co , has left for that territory with the new 1917 line, and is accompanied as far west as Kansas City by John B. McDonald. Mr. Davis will be joined at Denver by Homer J. Taylor, and together they will make the trip to the Coast.

* *

J. B. de Castro, of Havana, was here a few days ago placing orders and arranging to represent a number of American pottery and glass manufacturers in that city. "The demand for American pottery and glass in Cuba is steadily increasing," he said, "and I am of the opinion that our imports of these lines during 1917 will be the heaviest ever known."

* *

Potteries featuring baby plates report a good demand for this specialty.

* *

The general shortage of white ware, flat and teas, continues. It seems impossible for manufacturers to make gains on these lines, and they are therefore obliged to ship many orders in an incomplete form.

* *

Indications point to the fact that many buyers will visit this market during December. Letters now being received are asking about the new 1917 lines, the writers saying that they plan to come into the market early.

BOSTON BUSINESS NOTES.

"WE have no complaint regarding business," is the general verdict. "Our shipments are coming along much better," said one of the old-time leaders in the commission business, and we have all the orders that we can handle."

M. S. Wallace, for several years manager of the New England sample rooms of the United States Glass Co., and for the past year connected with the Queeren-Schrader Selling Agency of Denver, Col., has purchased an interest in a manufacturing business in Boston and has his office at 85 Essex street. His many friends in the trade wish him every success in his new venture.

Roy Phillips, brother of Paul Phillips, who covers New York and part of Canada for Heisey's lines, has been visiting here for a few days.

Charles Woolley, Southern man for the Mitchell, Woodbury Co., and "Ed" Touhill, one of the concern's Middle West representatives, have been here getting out samples, and expect to leave on Saturday or Sunday for their districts again.

Three Maine buyers dropped into town together this week and reported the Pine Tree State's business outlook excellent: President Perssons, of the Bangor Stoneware Co.; Charles Conant, for Porteous, Mitchell & Braun, Portland; Oscar Davis, for the J. R. Libby Co., Portland.

Notice has been filed by the Houghton & Dutton Co. to the effect that it has reduced its common stock from $400,000 to $200,000 by the cancellation of 2,000 shares, acquired by the company, cancelled the entire issue of $800,000 twelve per cent cumulative preferred issue, and created a new $900,000 issue entitled to seven per cent cumulative dividends. The holders of the old preferred stock will receive new preferred, share for share, the remaining 1,000 shares of new preferred stock to be disposed of as determined by the board of directors. By these changes the total stock of the company is reduced from $1,200,000 to $1,100,000.

John Shepard, Jr., president of the Shepard, Norwell Co. and of The Shepard Co. of Providence, was chosen president of the governing board of the Retail Trade Board. W. L. Shearer, of the Paine Furniture Co., was elected vice-president, and Marcell N. Smith, of Smith, Patterson & Co., was elected a member. George W. Mitton, of the Jordan Marsh Co.; A. Lincoln Filene, of William Filene's Sons Co., and F. Alexander Chandler, of the Chandler & Farquhar Co., are other members of the board. The annual reports showed that during the year these things had been accomplished: Fraudulent advertising law, adoption generally of rules to govern the return of merchandise, education of the public regarding the abuses of privileges accorded by stores, shop early campaign and the reaching of a decision to give up fancy boxes on holiday packages after this season. For the future the board plans a uniform schedule for summer-closing hours, over which there has been a sharp division for three years; the abolition of discounts in retail trade, booming Boston as the logical trading centre for all New England, restriction of the zone for free delivery around Boston and the formation of a merchants' protective association for placing experienced operatives in the stores to apprehend thieves, shoplifters and pickpockets, and for prosecuting them when caught.

Several in the trade were present Wednesday evening at the annual dinner of the Chamber of Commerce in the Copley-Plaza Hotel ballroom.

Harry I. Magid, of the Old Colony Cut Glass Co., Fall River, is wearing a very superior smile since the stork brought him a son. It says as plain as words: "Some baby, and don't you forget it."

The Cooke-Dodge Co. is doing a good business in toys, china and glass novelties. George Heustis, who has been through Michigan, Indiana and Ohio for the concern, is now in Pittsburgh and should reach Boston before long. Edward Sprague has returned from a trip through Canada and Maine.

I. W. Steimer, traveling man for the United States Glass Co.'s New England sample rooms, is in Maine on a short trip.

CUBA'S POTASH VALUELESS.

AN engineer appointed by the Cuban Government to investigate the recently-registered potash claims reports that the potash does not exist in quantities sufficient to make the working of the claims commercially profitable. The report says that nearly fifty analyses were made of samples taken from the claims and vicinity, and the boulders were found not to contain more potash than is normal in boulders of calcium carbonate formation mixed with silicates, sulphates, and volcanic rock.

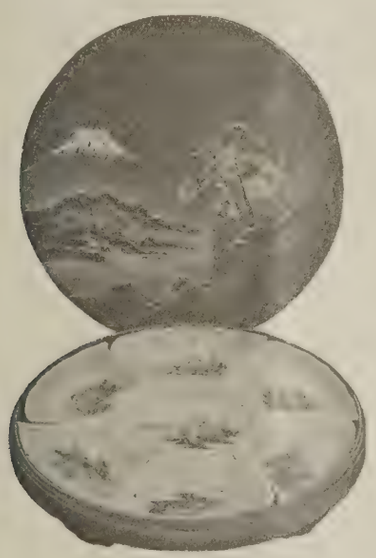
Respecting some samples obtained by Americans who registered a claim, the reports say that, while it is true some samples contained potash "in very considerable quantities," they are not to be given importance, because they are possibly the result of a series of concentrations which, if made on a large industrial scale, would make the cost prohibitive. The report declares positively that no potash vein has been discovered.

It is understood that the Government will continue

hunting for potash, not only for its value if found, but also that it can protect Cuba's mining credit if unscrupulous persons try to take advantage of Cuba's prosperous copper and iron mines to float valueless propositions.

FOR HOLIDAY SELLING.

THE "Sweet-Meat" set illustrated herewith is one of the most serviceable table accessories which has ever been offered the china trade. It is of Japanese manufacture, and, like all oriental productions, is very artistically made. The illustration portrays one of the most elaborate creations. The container is made of the very best quality papier mache, which is lacquered to a high finish by a secret process, resulting in a finished



product which positively will not crack or peel, even when subjected to extreme climatic changes. The lid has a silver wire cloisonne decoration depicting the famous Nipponese Mount Fuji. The inner dishes are hand-painted in the same design as the lid, in harmonizing colors. Other very fetching combinations are made by using a light brown bamboo container, Chippendale decorations and embossed covers. Takito, Ogawa & Co., whose advertisement appears on another page, are offering these sets in a great variety of styles and decorations.

THE LEISURELY CUSTOMER.

DESPITE the fact that magazines and trade papers have often quoted some merchant to the effect that he would rather have one of his clerks spend two hours on a single customer than lose the sale, there are opponents of this kind of selling.

"In the first place," said a merchant recently, "it is hard to conceive of any customer spending two hours going through the stock of a single store. Even if the customer were willing to do this, it would not be good business for the clerk to spend that long on her. If, after the expenditure of a reasonable amount of time and energy, the clerk feels that the customer cannot be suited, it is much better for him to admit tactfully that the stock apparently does not contain what the customer wants, and in a nice way to suggest another visit.

"This would leave a 'better taste in the customer's mouth' than to have the clerk fight her to a finish before giving in. And, even if a sale were made at the end of two hours' work, it would very likely be a defensive move on the part of the customer and would result in the return of the merchandise."

THE CUTTERS AT HONESDALE, PA.

THE shortage of blanks is handicapping manufacturers in filling orders on time. Many are receiving blanks now on orders placed as far back as January and February.

* *

William P. Feeney, representing the George H. Bowman Co., Cleveland, O., was a recent visitor in Honesdale, and while here purchased thirty frames from the trustee of the bankrupt Crystal Cut Glass Co.

* *

Emil Kupfer, of New York, who a few months ago purchased the Union cut glass establishment at this place, has thirty-five frames operating on full time taking care of a fast-increasing business. Ninety barrels of cut glass were recently sent from this factory to New York. William Kuptfer is in charge of his brother's shop here.

* *

In the course of a couple of weeks the Krantz & Sell Co. will be operating their force, of about a hundred hands, twelve hours per day. G. William Sell, secretary of the company, told the writer that they could use seventy-five additional men if it were possible to obtain them. The company's shop in Barryville, N. Y., is also very busy, twelve hours constituting a day's work. Twenty-five men are employed. Howard Pelton is superintendent. After being cut the ware is sent to Honesdale to be finished.

AN ECHO OF THE PAST.

TWENTY-FIVE years ago last Thursday the East Liverpool "Evening Review" published the following: "Knowles, Taylor & Knowles this morning shipped by express sixteen baskets and three large casks of underglaze decorated china to the Monongahela House, Pittsburgh. The ware is ordered expressly for a tony banquet to be provided at that house next week."

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, INC.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

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SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, OCT. 26, 1916.

RUMORS of an advance in prices by the domestic potters had been in the air for so long that the decision of the manufacturers last week to add twenty per cent to the foot of all invoices instead of the ten per cent which has been in force for some time caused little surprise among buyers generally. The disadvantage under which the pottery manufacturers have labored on account of labor conditions, etc., fully justifies their action, and the increase of ten per cent is considered modest among those who have kept in touch with the situation.

MATTERS FOR SPECULATION.

NO one knows the amount of china ordered from German manufacturers during the past two years. In normal times imports from Germany amounted to something over $4,000,000 annually. In 1915 some buyers here, thinking the war would not last long, ordered freely, even increasing their usual purchases. Others bought sparingly, and some not at all. It is a matter for speculation, therefore, as to what the gross amount was; and one man's guess is just as good as another's. What was ordered in 1916 is still another guess; but the estimate must be put low. Taking the two years together, and adding what may have been bought in the fall of 1914, say that $2,000,000 worth of china has been made and is ready for this market. It is not a very large amount. Should the war end suddenly and the goods be released for shipment it would be months before it could reach these shores. China is not the only thing waiting to come over. Every ship would be loaded to capacity with all sorts of goods on every voyage.

What effect the receipt of this china would have on the demand for domestic goods is somewhat problematical. Immediately following the opening of the market there would be no perceptible diminution. The domestic manufacturers are so far behind in their orders, and there is such a demand, that this country could absorb all that is produced here. Later on people who want china in preference to earthenware would undoubtedly buy German goods. On the other hand, the public has become alive to the quality of American wares, and dealers who have put them on sale will continue to push the home-made product.

Another thing that must be taken into account is that Germany is not so much a competitor as is England. Neither country will produce as much after the war as it did before. England will feel the effect of the increased use of American goods more and more, particularly in hotel wares. The greatest strides the domestic manufacturer has made in a generation have been in this direction.

Prices will also have to be taken into account, both for German and English goods. The latter are high now as compared with American wares, and are not likely to come down for a long time. What the German prices will be is also a matter for speculation. That the ware cannot be sold at former prices and bring a profit goes without saying. There has been talk that the German government, to hold business, will require that all her manufacturers keep prices down. But the Germans in the trade must live, and they cannot live without a profit; and the government, with its huge debts, will not be in a position to give the manufacturers any financial help. It is fair to assume that at least a twenty-five per cent raise will have to be made. On the face of things it does not look as if German china is to swamp the market.

HE WASN'T A BOTANIST.

ONE day last week E. W. Hammond and Chas. H. Mulholland were reminiscing about their experiences while with the old Adams Dry Goods Co. The former bought china, glass and housefurnishing goods for the concern, and the latter toys, etc.—the "etc." including rose bushes.

All went well with Mr. Mulholland and his bush business until one day a woman dressed in widow's weeds and with fire in her eye confronted him at the store and indignantly demanded her money back, at the same time exhibiting some luscious gooseberries which she took from a small basket swung upon her arm.

"These are what I found growing upon my late

husband's grave, instead of that choice variety of roses you advertised," she said, in a voice trembling with emotion. "Give me my money back—and every cent of it, too. My Henry detested gooseberries!"

PERSONAL.

IF you happen to notice a luxurious, new, seven-passenger car turning the corner of Murray street and West Broadway about nine o'clock any morning you may recognize H. Benedikt, who is one of the latest victims of the automobile craze. His enthusiasm was at high-water mark when his car was delivered, a week ago last Monday, and when he started out his instructions to his chauffeur were to pass everything on the road. But it took only until Wednesday of the same week and a "tin Lizzie" to put a crimp in his exuberance and the desire to be fanned by a sixty-mile-an-hour breeze. Turning a corner from a side street into Riverside Drive, a flivver had the audacity to be in the way, and the consequence was a smash that tore off Benedikt's mud-guard and put a dent in that beautiful cobalt blue body.

⚜

After being home on a month's furlough, Lambert Dorflinger, of C. Dorflinger & Sons, left on Wednesday afternoon to rejoin his regiment at McAllen, Texas.

⚜

Harry E. Smith, secretary and treasurer of the Guernsey Earthenware Co., Cambridge, O., arrived in the city on Tuesday to consult with Bates & Ledden, the company's representatives here.

⚜

C. H. Stanton, of Westerly, R. I., registered at the McAlpin on Monday for a week's stay. His summer business this year, he says, was the biggest he ever had, all the hotels and boarding houses being filled to capacity, and in a number of instances by people who had hitherto spent their summers traveling abroad.

⚜

Max Strensch, of Koscherak Bros., spent Tuesday and Wednesday in Philadelphia, where he added considerably to the concern's cut glass business.

⚜

Louis Klayf, buyer for Bloomingdale Bros., left on Monday night to visit the East Liverpool potteries.

⚜

The marriage of Miss Margaret Trenle, daughter of G. A. Trenle, president of the Trenle China Co., East Liverpool, and Lawrence McVay, who holds a responsible position with the Edwin M. Knowles China Co., took place at the bride's home on October 18. The wedding was the culmination of a romance which had its beginning at the local high school, where both bride and bridgeroom were graduated. A handsome new home in the suburbs of East Liverpool awaits them on their return from the honeymoon trip.

⚜

M. Bilsky, of M. Bilsky & Son, Ottawa, Canada, on Monday joined his sister, who had been here for a week placing orders for the concern, and they are now looking through the market together before returning home the last of the week.

⚜

Horace C. Gray left on Monday night for a brief visit to the various factories he represents in New York.

⚜

Geo. F. Briggmann, of Webster & Briggmann, Naugatuck, Conn., was in town on Thursday conferring with E. L. Bates regarding new designs the factory contemplates bringing out.

⚜

Frank M. Miller, of Miller & Inge, returned on Wednesday from a trip to the Monongah Glass Co., Fairmont, W. Va., where he has been endeavoring to facilitate shipments.

⚜

Mrs. W. H. Bradley, treasurer of the J. D. Bergen Co., accompanied by J. W. Herrmann, of the factory office staff, Meriden, Conn., paid a brief visit to the New York office on Monday.

⚜

C. H. Blumenauer, president of the Jefferson Glass Co., Follansbee, W. Va., was a visitor in town over the week-end.

⚜

R. Niehaus, buyer of china and glassware for the Mermod, Jaccard & King Jewelry Co., St. Louis, Mo., arrived in the city last Friday to place orders, and Goodman King, of the firm, arrived on Monday to spend the balance of the week with him. Both were enthusiastic over business and are looking forward to a phenomenal holiday trade, owing to the prosperous conditions existing. They are stopping at the Astor.

⚜

W. L. Smith, of the Taylor, Smith & Taylor Pottery Co., accompanied by W. C. Lynch, registered at the Hotel Imperial on Tuesday. The former stayed a couple of days only, leaving Mr. Lynch here to wait upon the local trade.

⚜

Fred Lackman, European buyer for L. Straus & Sons, who has been away for several months on a visit to Germany, Austria and Holland in the interest of the firm, arrived home last week on the Ryndam. He reports the factories in the two first-mentioned countries working on about three-quarters time, with many

women employed in the places formerly filled by men. "The condition in Holland is not a whole lot better than in the warring countries," says Mr. Lackman, "the mobilization of the army having drained the factories of many of their expert workmen."

⚜

Ernest W. Schultz, of the Herman C. Kupper road staff, arrived home the latter part of last week in fine spirits after completing what he termed a bully two months' trip through New York State.

⚜

Emil F. Kupfer is to be congratulated upon securing the services of E. P. Chapman, well known for many years through his connection with Demer Bros., and having the reputation of being one of the best cut glass salesmen on the road. Mr. Chapman is here this week completing details for his initial trip for Mr. Kupfer.

⚜

D. King Irwin, manager of the local office of the Cambridge Glass Co., returned to his desk Thursday morning after a two weeks' motor trip, accompanied by his family, to Pittsburgh, during which he combined business with pleasure, for he spent four days at the factory at Cambridge, O., consulting with A. J. Bennett. He says all the factories in the district are handicapped for lack of help. Even the large steel concerns, which are offering special inducements in wages, can not get all the men they need.

HOW THEY DO IT IN ENGLAND.

ON September 6 George Firmstone, a glassblower, of Ford's Park Road, Canning Town, was summoned for wrongfully absenting himself from his work, in consequence of which his employers—the City Glass Bottle Co.—claimed £5 damages. Mr. W. Daybell, for the company, said the prisoner on August 27 went to his wife's sister's wedding. He did not go to work next day, and on the 29th tried to do so, "but could only stand an hour," and then went off. As a result a gang of five men was stopped. Defendant admitted the charge, and Mr. Daybell saying the company would be satisfied with £2 as damages, an order for payment of that sum with costs was made.

At Seaham Harbour, on September 15, Robert Candlish & Son, glass bottle manufacturers, summoned R. F. Chambers, J. Batey and J. Chesser, bottle makers, under the Employer and Workmen Act, for wrongfully absenting themselves from work from August 28 to September 1. Mr. E. Bell, for the firm, said that by reason of the men's absence the firm lost £20, apart from any consideration of profit. In future, instead of suing for nominal damages, they would ask for the full amount of loss. The judge told the men that it was very discreditable that they should be lying idle at the present time. Each would have to pay £1 and costs, to be met out of their wages.

At Doncaster, on September 2, Sydney Llewellen, Ernest Greenwood, and Harry Grainger were summoned by Barron, Ltd., glass bottle manufacturers, Mexborough, for damages for neglect of work. The first-named, it was alleged, was absent on five days, and that, in consequence, other men and boys were thrown out of work. Greenwood was ordered to pay 20s. and Grainger 5s.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 24, 1916.

BORDEAUX

100	packages	chinaware	Haviland & Co
16	"	"	J J Hines
29	"	"	L Bernardaud & Co
53	"	"	Haviland & Abbot Co
26	"	"	Vogt & Dose
40	"	"	Herman C Kupper
74	"	"	Theodore Haviland & Co

COPENHAGEN

9	packages	chinaware	Royal Copenhagen Porcelain Co
17	"	"	G W Sheldon & Co

LIVERPOOL

7	packages	earthenware	Fondeville & Van Iderstine
31	"	"	Meakin & Ridgway
5	"	"	Davis, Collamore & Co
18	"	"	Clyde S S Co
20	"	"	E Boote
1	"	"	Rich & Fisher
1	"	"	Rowland & Marsellus Co
13	"	"	W S Pitcairn
1	"	"	Maltus & Ware
2	"	"	G Collamore & Co
6	"	"	Maddock & Miller
23	"	"	G F Bassett & Co
2	"	"	G W Sheldon & Co
9	"	"	W H Plummer & Co
13	"	"	Guaranty Trust Co
6	"	"	Geo Borgfeldt & Co
33	"	"	L A Consmiller
3	"	"	Miscellaneous Orders
60	"	glassware	L Popper & Sons
2	"	"	Bane, Hill & Ward
26	"	"	S Bache & Co
42	"	chinaware	W S Pitcairn
8	"	"	J Davison
2	"	"	Adams Express Co
14	"	"	Tiffany & Co
7	"	toys	Geo Borgfeldt & Co

GENOA

4	packages	glassware	Southern Pacific Co
8	"	"	R F Downing & Co
4	"	"	W B & B Ltd

LONDON

15	packages	glassware	T W Morris & Co

WHEN we hear a woman say that all men are alike, we wonder how she found it out.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Talk is current among certain interests in this locality concerning the advisability of erecting a glass factory in the East Liverpool district. It has been pointed out that mixed cars of pottery and glass could be shipped from that section, and that it would be very satisfactory to buyers of both lines to visit potteries and a glass factory in the same place. There are a number of sites there available for factory purposes, and it is said that the proposition will be taken up with the East Liverpool Chamber of Commerce before the year end. The glass business is bound to be good for some years to come, and it is believed that ample business could be obtained to operate such a factory full time.

Construction work is progressing at the plant of the L. E. Smith Glass Co., Mt. Pleasant, that will about double capacity. A new 18-ton tank is nearing completion, and the factory buildings and equipment are being doubled. These improvements will be completed within sixty days. The firm has sufficient business in sight to insure steady work after the new tank is placed in operation.

Additional reservations for the January glass and pottery exposition at the Ft. Pitt Hotel were announced this week as follows.

Hall China Co, East Liverpool.....Simmers, Frank I
Haeger Potteries Co, Dundee, Ill....Sabin, E E
H C Fry Glass Co, Rochester, Pa....Israel, Charles
Warwick China Co, Wheeling.....Browne, W C
Steinfeld Bros, New York.....Jones, Milton
Central Cut Glass Co, Chicago.....
Fostoria Glass Co, Moundsville, W Va.....
Republic Specialty Co, New York....Warrin, W H
Westmoreland Glass Co, Grapeville, Pa.....West, George
Ohio Pottery Co.....
Star Glass Co, Star City, W Va.....Patterson, J W
Rochester (Pa) Cut Glass Co.....Johnson, R E

With a capital stock of $5,000 the Arbogast Machine Co. has been formed here by F. W. Stonecipher and C. V. Arbogast to manufacture a machiue for use in glass factories that will do away with a glory hole and at the same time produce a finished edge.

Henry Nickel, manager of the city sales department of the United States Glass Co., has been selected as manager and coach of the East Liberty Y. M. C. A. basket ball team for the coming season. Last year "Heine," as everyone knows him, was coach for the Carnegie Tech. team.

A number of glass salesmen who work on a commission basis have been "laid off," and others might as well be, for they are unable to get their orders filled. "I have been told bluntly not to send any more orders into one of my factories," said a salesman this week. "It looks to me as if the commission man was coming out of the little end of the horn this year."

Some blown ware factories have notified their agents that hereafter prices will be net. Some time ago the regular discount of 20 off was reduced to 10, and now the latter has been eliminated. The manufacturers find no trouble in selling at list; in fact, they are unable to fill promptly all the orders being offered.

George Daugherty, superintendent of the Tiffin, O., plant of the United States Glass Co.; A. R. Lazure, superintendent, and H. H. Phillips, sales manager, of the Gas City, Ind., plant, were visitors at the general offices here recently.

Manufacturers of blanks, both plain and figured, report the most active business in years. The general demand seems to run to odd pieces, although the sale of jug blanks is exceptionally active. Cut tumblers are in heavier request than can be conveniently cared for.

Clyde Hartman has started through New York State in the interest of the United States Glass Co.

At a recent conference of glass manufacturers and representatives of the mold makers, held in the Association headquarters here, a request for a flat increase of 10 per cent was refused. It was pointed out that in al-

most every instance when requested manufacturers have from time to time during the past year granted increases to employees in this department.

New lines of tableware will be shown here in January by the McKee Glass Co., Paden City Glass Co., and the New Martinsville Glass and Mfg. Co. The majority of manufacturers will content themselves with adding items of general utility to their present lines.

Lighting glass manufacturers say that their fall business is heavier than they can conveniently handle. Department store buyers have been ordering gas and electric shades and ceiling bowls in especially liberal volume.

DASHED HOPES.

LAST Friday night Wm. Wagner, of the E. W. Hammond Co. sale staff, and Herman Kashins, the well-known cut glass salesman, were doing fancy stunts on the ice at St. Nicholas rink when they were called aside by a spectator who had been previously pointed out to them as a representative from the Hippodrome looking for stars for the ice ballet; and when the man's first question was: "Would you gentlemen consider an engagement at an attractive salary?" they at once pictured themeselves as footlight favorites at thousands per year.

"We are in need of some extra comedy features for the ice ballet," he continued—"someone of about your speed to glide clumsily about and get in the way and make yourselves as annoying as possible. After seeing you two fellows skate I thought you would do, without any rehearsal."

They were both back on the job bright and early Saturday morning, more interested in selling china and glass than they had ever been before.

CERAMIC LABORATORY ASSISTANT WANTED.

THE United States Civil Service Commission announces an open competitive examination for laboratory assistant in ceramics, for men only, on November 22. From the register of eligibles resulting from this examination certification will be made to fill vacancies in the laboratory of the Bureau of Standards, Pittsburgh, at salaries ranging from $900 to $1,200 a year, and vacancies as they may occur in positions requiring similar qualifications, unless it is found to be in the interest of the service to fill any vacancy by reinstatement, transfer, or promotion.

This examination is held to secure eligibles having technical training in the subject of ceramics, comprising the technology of structural clay products, refractories, and pottery.

The supply of eligibles resulting from recent examinations for this position has not been equal to the demand, and qualified persons are urged to enter this examination, as the prospect of appointment of eligibles is excellent.

Competitors will be examined in the following subjects; which will have the relative weights indicated: General physics, 15; French or German, 10; practical questions in ceramics, 50; education, training and experience, 25; total, 100.

Applicants must be graduates of or senior students n a course of ceramic engineering or ceramics at a technical school or college of recognized standing. The names of senior students attaining eligibility in the examination will not be certified for appointment until they have furnished proof of actual graduation.

A rating of at least 70 per cent is required under the third subject.

Persons who meet the requirements and desire this examiation should at once apply for Form 1312 to the United States Civil Service Commission, Washington, D. C.

NOT PROPERLY LABELLED.

CHATHAM, ONT., Oct. 18.

Editor CROCKERY AND GLASS JOURNAL.

Just a word regarding a matter of importance re manufacturers shipping goods. This season I have had several cases of shortages from glass manufacturers and have been informed by railroad companies that the manufacturers are greatly at fault by not properly labelling goods with name of shipper as well as address of the purchaser. Railroad clerks go into a shed and find a quantity of cases, especially barrels, with only purchaser's name on; and if these goods are stray freight the railroad company has no way to notify the shippers or manufacturers, which they claim they would be glad to do.

The railroad notifies the person whose name appears on a barrel, and this person then sends word to the shipper, who in turn neglects or overlooks it; and the consequence is that the purchaser, who perhaps to get his discount has the account settled in fifteen days and then has to chase the railroad for from one to six months before he even gets the purchase price.

On the Canadian side of the line the dealers are lucky if they get their goods in thirty or forty days from date of shipment; and while we cannot dictate to the manufacturers it would seem only fair that the Canadian buyers should get an extra fifteen days' time on American glassware. Yours truly,

JAS. E. GRAY.

WOULD LIKE CATALOGUES.

618 MAIN ST., BATON ROUGE, LA., Oct. 17.

Editor CROCKERY AND GLASS JOURNAL.

Will you kindly notify the manufacturers of glassware which make iridescent and opalescent goods, and a chinaware concern which makes a specialty of premium goods, that I should like a catalogue?

Yours very truly,

MRS. J. H. GOODMAN.

"SWEET-MEAT" SETS FOR HOLIDAY SELLING.



THE many serviceable usages of the "Sweet-Meat" sets have won for them instantaneous favor, especially among the trade catering to the more exclusive lines. For serving candies, shelled nuts, ice cream, or confections of any kind, they are appropriately suited.

When displayed and sold in connection with confections they make their strongest appeal, and therefore should be included in every well-stocked line of holiday goods; yet their serviceability permits of their being carried in conjunction with the staple lines.

Despite their excellence they are moderately priced and permit of more than ordinary profits.

Detailed descriptions and prices upon application; or, if convenient, see the actual samples on display in our showrooms.

TAKITO, OGAWA & CO., 325-31 W. Madison Street, Chicago, Ill.

Eastern Sample Room, 101 Fifth Avenue, New York City.

Make Over 100 per cent Profit Selling My

GOLD FISH DEALS.



Gold Fish are big sellers throughout the winter season. If you have never tried selling them before, this month is an excellent time to start. We ship anywhere. Begin with

MY "BIG FOUR" DEAL. A GREAT FAVORITE.

YOU BUY	YOU SELL	
144 Medium Gold Fish.	144 Medium Gold Fish at 10c.	$14.40
72 Half-Gallon Globes.	72 Half-Gallon Globes at 10c.	7.20
72 Boxes Fish Food.	72 Boxes of Fish Food at 10c.	7.20
72 Aquaria Plants.	30 Medium-sized Gold Fish at 10c.	3.00
72 Instruction Sheets.		
30 Additional Medium Gold Fish.	YOUR INCOME,	$31.80
1 Dip Net and Supply of Sea Pebbles.		
COSTS YOU $15.		

Your Profit $16.80, or 112 per cent on the cost.

USE THIS ORDER FORM:

Jos. SCHLAGHECK,
316-18 Monroe St., Toledo, O.

Dear Sir: Send me $15 Deal, consisting of 144 Medium-Size Gold Fish, 72 Half Gallon Globes, 72 Boxes Fish Food, 72 Aquaria Plants, 72 Instruction Sheets, 1 Dip Net and Supply of Pebbles; and, in addition, 30 Medium Gold Fish without extra charge.

Also the following Fancy Fish: Japanese Fan Tails. Large $20 per hundred; Retail at 50c. Small size, $14 per hundred; Retail at 25c. Japanese Comets: Large, $20 per hundred; Retail at 50c. Small size, $14 per hundred; Retail at 25c.

Name _____

Address _____

Town _____ State _____

JOSEPH SCHLAGHECK,

World's Largest Importer and Breeder of Gold Fish,

316-18 Monroe St., Toledo, O.

Order Fancy Fish

EASY SELLERS.
BIG PROFITS.

SEE ORDER BLANK.



POINTERS FOR BUYERS.

THOSE "DIFFERENT" JAPANESE GOODS.

The Oriental Sales Division of the Dohrmann Commercial Co. have their new import line now ready for inspection. These Japanese wares are absolutely distinctive. While catering to the American taste, they at the same time retain the essential foreign characteristics. There is an almost limitless variety of wonderful things in pottery, lamp mounts, vases, bowls, candlesticks and novelties in exclusive colorings and soft matt as well as glazed finishes, not forgetting a perfect reproduction of the famous tea-powder glaze on various items, the originals of which are only to be found in museums. Then there is a choice selection of unusually desirable articles in bronze, plain and with enameled decorations; also cloisonne. There is also an exceptional assortment of baskets, favors, and all sorts of novelties, including the "Bento" box—a compact arrangement of various small boxes for candies, nuts, cigarettes, etc., and including a nest of ash trays.

HOLIDAY SELLERS.

The Basket Novelty Co. are advertising this week their special assortment of fifty baskets—one of the best-selling propositions of this character to be found on the market. It comprises twenty different designs difficult to duplicate for attractiveness, and the dealer has the choice of a varied selection of finishes. Drop them a postal for further information.

IDEAL FOR GIFT PURPOSES.

It will mean money in the pocket of the dealer who avails himself of the opportunity of becoming acquainted with the E. & J. Bass line of silver-plated and glass novelties, which comprises a long list of unique specialties that are wonderful sellers. For gift purposes the charming little articles can not be surpassed and

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The Japanese Novelty House

is crowded with good items for the Holiday Trade. Immediate delivery.

Our Chinese Dept.

has certainly opened very successfully, buyers evidently appreciating things beautiful.

And the Basket Line

for 1917 Delivery is surely worthy the inspection of all dealers interested in this merchandise.

The Tajimi Co.,

597 Broadway, New York.

Palmer House, Chicago **41 Pearl St., Boston**

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
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The BARODA,	" "
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The PONTRACINA	" "
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The LAREDO,	" "
The GLENCOE,	" "
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The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co.
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co.
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR.	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL.	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of **9,000** BINS occupied in our main store and our storehouse in South Boston.

☞ **Stock Patterns" which cannot be readily matched cause more annoyance than profit.**

Continued from page 22.

should be in every holiday stock. The shopper is at once attracted by their distinctiveness, and they are within the reach of any pocketbook. Some of them are shown in the concern's advertisement on another page. For others, write and ask for Booklet No. 3. The company's great success necessitated the acquiring of more room, and they have just signed a lease for quarters in the building next door, 616-618 Broadway, in addition to the one they now occupy at 610-614. The additional 25,000 square feet of space will be utilized for office, showroom and stock, thereby releasing their present office, etc., occupying a whole floor, for the enlargement of their factory.

ORIENTAL GOODS.

A visit to the New York market that did not include the Tajimi Co.'s showroom would be far from complete, for there is so much in their interesting display that is out of the ordinary that it would be a misfortune for the buyer to miss seeing it. Beginning with the stock department, there is one of the most attractive exhibitions of china, pottery, bronzes, lamps, and novelties ever shown by the concern. In the new Chinese department there are surprises galore, and the regular import line, which is now complete, comprises an array of Japanese wares of every description, including a line of baskets, that would be difficult to match for beautiful designs and attractive prices.

A LIVE LINE.

Dealers will read with interest the advertisement of Joseph Schlagheck, breeder of gold fish, printed elsewhere in this issue. He deals in every kind, plain and fancy, and the present tremendous popularity of aquaria should make his special offer attractive to those who want a live line yielding a handsome profit.

TO ESTABLISH 1,000 CHAIN STORES.

ANOTHER large buyer of pottery and glass has come to the front in the organization of the Pugh Stores Co., of Chicago, which has been incorporated for the purpose of owning and operating a combination of 1,000 chain stores supplying merchandise of every character in the most productive and greatest consuming district in the United States—the twelve Central Western States from Ohio to Nebraska—together with a general mail order business.

The headquarters of the company are located in the Pugh Terminal Warehouse Building, Chicago, said to be the largest building of its kind under one roof in the United States and the most modern and convenient in the world for the rapid handling of merchandise in large quantities, having over twenty-three acres of floor space, facilities for loading or unloading 800 cars every twenty-four hours, and an underground electric road connection with fifty-two railroad freight stations in Chicago.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Salesmen on commission basis to handle our line of cut glassware as a side line. One in each of the following States: Ohio, Indiana, Illinois, Michigan, Pennsylvania, Kentucky and Tennessee. Address A 100, this office.

WANTED—A thoroughly-competent salesman, familiar with the pottery trade, to work the large premium dealer and regular china trade. Must have first-class references. Address X Y D, this office.

WANTED, SELLING AGENT.—We desire to make connections with a strictly high-class salesman for Pacific Coast States. Our line consists of lead blown tumblers, stemware, jugs, vases, etc., making one of the most complete, high-grade lines of fancy glassware produced in America. Old-established factory with reputation for service and quality. Applicants must give full particulars as to age, experience, past and present connections, references, etc., in first communication. Address MANUFACTURER, this office.

TO LEASE.

FIFTH AVENUE SHOWROOM in an exceptionally desirable location at Twenty-seventh street and Fifth avenue—street floor. Will sublet with or without wall cases at reasonable rental. S. STERNAU & Co., INC., 233 Fifth Ave., New York.

FOR SALE.

POTTERY FOR SALE.—A pottery situated in New Jersey, two kilns, biscuit and glost, and two decorating kilns. P.R.R. siding. A going concern making a line of fine specialties. Terms arranged to suit purchasers. Address S. M. P. B., this office.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

BUSINESS OPPORTUNITIES.

LINE OF TABLEWARE WANTED.—Wanted, upon a commission basis, line of popular-priced cut tableware for the Middle West, by well-established sales agency. Address A 101, this office.

PROPOSITIONS WANTED.—Active outside salesman open to propositions from manufacturers of lamps, bar and lighting glassware wanting New York representation. Address A 103, this office.

LINE OF GLASSWARE WANTED.—Wanted by manufacturers' agent covering the Middle West thoroughly and well acquainted with the five and ten cent, variety and department store trade, line of table glassware upon a commission basis. Address A 102, this office.

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 2, 1916

THE CONDITION OF BUSINESS.

New York

Presidential year has always been considered a poor one for business, but 1916 will go down in history as an exception. There is comparatively little election talk among business men, and they have not allowed the issue to interfere with their business affairs this year. All over the country, in spite of speeches, processions and the usual excitement of a political campaign, the man of affairs has been too engrossed in merchandising to let the matter interfere with his daily routine. Business is business, and the average man is more interested in buying and selling than he is in electing a President. This does not mean that voting will be neglected. The thinking man has made up his mind and will cast his ballot accordingly. In this Presidential year there has been a great demand for crockery, glass and lamps all over the United States—so great that the factories are overwhelmed with orders.

Although the call for goods is loud and urgent, production is far under normal because of the lack of sufficient labor. In the pottery districts the operatives have shown a listlessness amounting almost to laziness. In one branch the average attendance at work fell off 25 per cent during the month of September, the hours of labor averaging only 67½ per cent. That is to say, a man worked only three and a half days a week when he might have worked six. These men could average from $35 to $40 a week, and were satisfied with less. There has been a change in this direction since an increase in wages was made; but there are those among the manufacturers who believe that after a little spurt the men will be satisfied to work three days instead of three and a half. Time alone will tell. During the month of September the glass factories had an 80 per cent output and the potters 60 per cent. It is to be hoped that October will show at least a 5 per cent increase in glass and 15 per cent in pottery. This would help the retailers immensely, as they are all short of goods and are haunting the factories urging the forwarding of the wares they have already purchased.

The raise of ten per cent in the price pottery did not affect the purchasing of wares, and the probability that another ten per cent raise will be made after January 1 is not looked upon with especial disfavor, since it removes an objection among buyers that was causing some uneasiness. The idea of placing orders subject to price at date of shipment did not set well in some quarters, and there was a concerted movement in the West to withdraw all patronage from firms that strove to introduce this way of selling their goods. So great was the need of ware that many merchants perforce accepted it; but there were others who thought that after having quoted a price based on rates given by the manufacturer they were entitled to receive the goods at those rates. An instance is quoted where an order of considerable size was taken by a department store based upon the last quotation of the manufacturer. When the order was sent to the factory a letter was received saying that the goods would be shipped as soon as possible, which meant any time within six months, subject to price at date of shipment. As the price has already been advanced ten per cent since that order was

placed, one can readily see where the department store comes out in the end.

Retail trade is good all over the country, and is likely to continue so right up to the Christmas holidays.

Pittsburgh and Vicinity

There is no let-up in the receipt of new business, and plants are working full time with all forces available. Buyers are anxious to receive holiday goods on time, but unless there is an improvement in transportation facilities many orders will be delayed, for car shortage has now developed. Cut glass is in good demand. Blown ware is in heavy request, and orders for some lines are being refused. Prices are firm, with a tendency toward higher levels. Blanks are being bought in a manner that indicates great activity among the cutting shops.

East Liverpool and Vicinity

New business for both current and 1917 delivery is constantly being offered the pottery manufacturers. The advanced selling lists are not causing buyers any noticeable concern, the main anxiety being about deliveries. Production shows quite an improvement, and within a fortnight this will be reflected in better shipments. New lines for the coming season are fast approaching completion. Workmen are putting more vim into their efforts now that the atmosphere is clear of labor disputes.

U. S. GLASS CO. MOVES UPTOWN.

ON Tuesday night Manager Craig and his corps of assistants bade farewell to the old quarters of the United States Glass Co. at 71 Murray street, and on Wednesday morning were ready to greet the trade at their new uptown showrooms on the thirteenth floor of the Albemarle Building, 1101-1113 Broadway, corner Twenty-fourth street, where workmen had been busy installing fixtures, decorating, and making the necessary alterations for a month or more. The moving entailed work almost day and night upon the part of Mr. Craig and his helpers for the past ten days in order to be ship-shape by November 1.

The concern has every reason to feel proud of its new home. As one enters there is first a sense of cheery spaciousness, while the next impression is "How different!" It certainly is. Mr. Craig has evolved an original and striking decorative scheme that gives the place an atmosphere of great distinctiveness—and all by the tasteful utilization of black and white. Artistic mirror-backed ebony-colored wall fixtures extend about half way to the ceiling all around the room with the exception of the space occupied by the general and private offices. About fifty white-enameled mirror-topped tables are utilized for exhibiting the extensive lines of samples. All the blown ware is attractively shown on one side of the room and all the pressed ware on the other. Semi-indirect fixtures of a design harmonizing with the simplicity and good taste of the place are used throughout, and the cement floor has been subjected to a special treatment that renders it dust and water proof and at the same time gives it a pretty soft green tone that relieves the coldness of the natural stone color.

Altogether this is a salesroom that the buyer will find very pleasant to visit. It is in the heart of the uptown section, convenient from any part of the city; and the fact that the samples are now all displayed on one floor, instead of two, as they were in the old quarters, will prove another convenience sure to be appreciated.

HAVILANDS SUSTAINED.

IN a memorandum filed in the United States District Court on Monday Judge Hough sustained the demurrers in the penalty suit for $1,803,132 brought by the Government against Haviland & Co. and a similar action for $1,220,849 against Theodore Haviland & Co.

The suits were filed in December, 1913, as the result of a long-standing controversy between the Government and importers of Limoges china as to the value which should be placed on such goods, the importers insisting that the customs duty should be assessed on the Limoges, or factory, price, and the Goverement contending that the market price should prevail.

Judge Hough sustained the contention of the Havilands that the complaints did not set forth sufficient facts to constitute a cause of action. Nevertheless, the court gives the Government twenty days in which to file an amended answer.

Following is the decision.

"While I still regard the phrase 'amongst others' as mere surplusage, and would never permit it to enlarge the scope of permissible evidence, it is admitted that its presence in a complaint is a danger in these days of careless ignorance as to all matters of pleading to which any defendant may justly object In considering the demurrer I will disregard it—a holding not favorable to plaintiff.

"It cannot be doubted that a complaint seeking to recover a penalty not incurred unless defendant is guilty of a statutory crime must set forth the facts constituting the crime at least as fully as has been held necessary in respect of a libel of information, after the course of practice of admiralty. The cases relied on by defendant are applicable.

"It is not necessary to hold that the rigidity of an indictment for statutory crime, as expounded in United States vs. Hess—the leading case—must be adhered to. On this no opinion is expressed.

"But surely the defendant is entitled to be told with reasonable certainty what duty laid upon him by

the statute he has omitted and what acts constitute such omission, and the verblage of the act will not satisfy this requirement.

"These defendants are sued as importers, and not otherwise. What duties are laid on importers? For these many sections of law must be consulted. The complaint endeavors to inform the defendants of their omissions, and therefore by inference of their duties.

"The omissions are four: (1) The invoice stated the defendants as purchasers falsely; (2) the entry gave a false foreign market value; (3) the declaration on entry did not give the information required by law; (4) the declaration on invoice did not set forth the name of the goods described.

"(1) and (4) are but variants of the same charge, and in my opinion there is no requirement of law compelling any statement of the purchaser's name. Of course, falsity may produce results obnoxious to the act, but mere omission of falsity in respect of the purchaser's name is not enough.

"(2) uses the word entry as term of act. I may know that the word is used to signify either the whole process of getting goods through the customs or one paper which begins the procedure. The word is not used in stating the ingredients of crime. Doubtless as used here it signifies a paper, but it is necessary to describe that paper so that defendant may know what crime or elements there attaches to its issuance or use. (3) is so obviously bad as to require no comment."

SATURDAY NIGHT'S TORCHLIGHT PARADE.

AS a spectacular feature of the Presidential campaign, this city is to witness on Saturday night an old-time torchlight parade for the Republican candidate, Charles E. Hughes. Col. Charles H. Sherrill, who arranged New York's successful preparedness parade last May, called on J. Duncan Dithridge last week and asked his co-operation among the crockery and glass men, with the result that a committee was appointed, of which D. King Irwin is chairman and Thos. G. Jones secretary. The trade was notified, and a meeting was held at 126 Fifth avenue, on Tuesday, to discuss details. Twenty captains and two aides were appointed, and it was reported that $50 had been received in contributions for expenses. The donors were S. Herbert $10, J. K. Shaw $10, D. K. Irwin $10, J. D. Dithridge $10, Horace C. Gray $5 and A. H. Hays $5. Three hundred letters have been sent to prominent houses in the allied trades asking for contributions. Hats, sashes and lanterns for two hundred men were ordered at an expense of approximately $350.

The route of the parade, as now outlined, will be up Broadway, starting at Worth, to and around Madison square, back to Fifth avenue, thence to Fifty-seventh street, the dismissal point. The reviewing officers will occupy the centre of a grand stand erected in front of the Union League Club, on the east side of Fifth avenue at Thirty-ninth street.

The Crockery, Glass and Allied Trades contingent will form on East Twenty-first street, with right resting on Lexington avenue facing west, and will line up promptly at 7:45 p.m.

W. F. Dorflinger and M. W. Gleason have been appointed aides to the grand marshal.

The committee in charge think there will be no difficulty in showing up with two hundred marchers. It is expected that 70,000 men will be in line, all told.

AT CHICAGO.

IN spite of the advances recently made by both potteries and glass factories, the demand shows no sign of weakening, and liberal orders are being placed for delivery after the first of the year. The majority of the factory salesmen have received word from their factories that they may now take orders for spring delivery. As a matter of fact, few buyers are seeking to place orders with firms which cannot quote prices for delivery at this time. Of course many of the quotations have a string attached to them; but buyers are used to that, and are willing to consent to any arrangement in reason which will work to protect the manufacturer against a rise of prices in the interval between the time of placing orders and the date of delivery.

* *

George Spinney, manager of the Chicago office of the Cambridge Glass Co., left late last week for Boston, Mass., to attend the funeral of his father-in-law, who died after several weeks' illness.

* *

Albert Pick, of Albert Pick & Co., has leased to Henkel & Best, manufacturers of electric fixtures, the first and second floors, each 80x100 feet, of the Walker Building, at the southwest corner of Austin avenue and Franklin street.

* *

F. T. Renshaw, manager of the Chicago branch of the United States Glass Co., has returned from a motor trip to Detroit, Cleveland and other points East. He paid a visit to the plant of the company at Tiffin, O.

* *

H. L. Kelly, of Kelly & Reasner, made a trip to the factory of the D. C. Jenkins Glass Co. at Kokomo, Ind., last week.

* *

Finley M. Drummond, of the J. H. Stouffer Co., who recently made an Eastern trip, is now back at the office superintending the business.

* *

Steps may be taken once more to form a Crockery and Glass Bowling League. It is believed that if the jewelry and other trades are able to get up successful teams, the crockery and glass men, including the department store buyers, also have enough good pin men to form a first-class organization. Frank Tinker, of

the Cut Glass Products Co., is expected to sound the bugle call for the rallying of the forces.

* *

The Vortex Co. has purchased the property at the southwest corner of Austin avenue and Western street, and will use the entire four stories and basement for the purpose of manufacturing Vortex soda fountain services.

* *

Harry Berliner, manager of the glassware department of Gimbel Bros., Milwaukee, spent the greater part of last week visiting the factory warerooms here.

* *

The Rosenberg Department Store held a successful opening in Evanston this week after being closed for almost a year following the total destruction of the building by fire. The company is now located in a new modern building, consisting of three stories and basement, the latter being devoted to crockery, glass, housefurnishings, and art goods, with Edward Leichenger, former buyer for Seigel, Cooper & Co., in charge.

* *

O. C. Helm, of Ira A. Jones & Co., who made a trip to St. Louis last week, is now at the home office and expects to remain there until after the first of the year.

CUT GLASS IN THE MAKING.

A GREAT deal of the cut glass on the market is now manufactured from figured blanks; that is, the figure which finally appears in the ware is stamped into the glass by the mold. When the ware reaches the cutting shop the glass cutter has only to follow the design as it is marked on the piece, deepening the cuts and sharpening the edges.

If, however, the cutter is working upon a blown blank, or what is known as a plain pressed blank, the design is sketched on the ware by means of a narrow brush dipped in ordinary red lead paint, and the first operation, known as roughing, marks out the deep first cuts on the piece.

The first cutting, or roughing, as it is called, is done by means of a steel wheel with a moderate speed. A small hopper, full of sand and water, hangs over the wheel, and a slow drip of this wet sand on the surface of the steel supplies the necessary abrasive.

Following this roughing, or in the case of the figured blank as a first operation, a stone wheel is employed This smoothes the cuts in the glass, sharpens the edges of the latter, and needs to be followed only by a felt wheel, coated with wet whiting, as the third operation.

Originally all cut glass was completely finished on the felt wheel or buffer. Now, however, it has been found possible to take the ware as it leaves the finisher's stone, protect the fire-polished interior with resisting waxes, and dip the piece in a mixture of hydrofluroic and sulphuric acids. This dissolves a very fine layer from the surface of the glass, especially where the grinding has taken place, and leaves a smooth, polished surface.

In the manufacture of the finest cut ware we still find it necessary to follow this acid dip with further buffing, to make a more perfect surface. There is again a careful examination and selection of the ware, and any defects in the cutting or polishing are indicated by suitable marks, the pieces being then returned to the shop for final treatment.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending October 31, 1916.

LIVERPOOL

4	packages	glassware.....Davis Collamore & Co
18	"	" .....S Bache & Co
7	"	" .....T W Morris & Co
4	"	" .....G Collamore & Co
8	"	" .....J Davison
6	"	" .....A T Taylor
1	"	" .....J Wanamaker
1	"	" .....W & J Sloane
9	"	" .....E Boote
69	"	earthenware.....W S Pitcairn
2	"	" .....W H Plummer & Co
69	"	" .....Maddock & Miller
14	"	chinaware.....Meakin & Ridgway
4	"	" .....T S Todd & Co
4	"	toys.....Geo Borgfeldt & Co
3	"	" .....Stern Bros
44	"	" .....Sutherland Int Dispatch Co

ROTTERDAM

13	packages	earthenware.....F Bing & Co
3	"	" .....E Karman
12	"	glassware.....L Popper & Sons
2,000	"	" .....W P Snyder
173	"	" .....Graham & Zenger
29	"	chinaware.....E Torlotting
1	"	" .....M Field & Co

BORDEAUX

1	package	chinaware.....L Alavoine & Co
4	"	" .....W E Foster & Co
2	"	" .....A Murphy & Co
11	"	glassware.....Snow's Express Co
13	"	toys.....American Express Co
5	"	" .....J Wanamaker

LONDON

5	packages	glassware.....A J Taylor
17	"	" .....T Meadows & Co
10	"	chinaware.....W R Grace & Co
2	"	" .....W M Straus
31	"	toys.....Lindt Chocolate Co
3	"	" .....Funk & Wagnalls Co
3	"	" .....T A O Schwarz

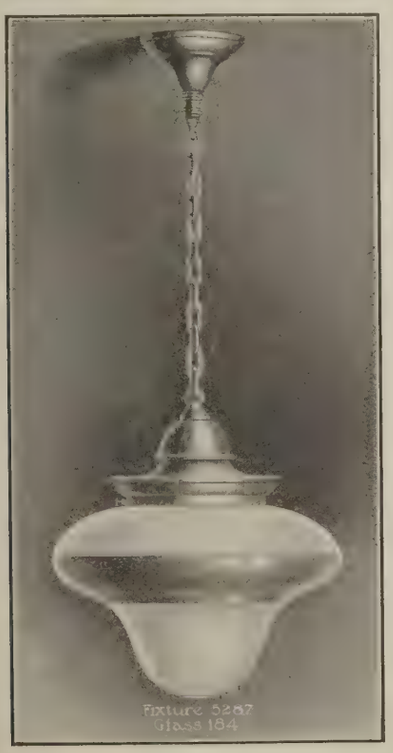
CEBU

9	packages	earthenware.....Frame, Leaycraft & Co
45	"	chinaware.....G Neumann
40	"	toys.....B Illfelder & Co
19	"	" .....Calumet Mfg Co
24	"	" .....G Frankel & Co
17	"	" .....S Leck & Bros

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, indirect and semi-indirect; Domes, Shades, etc.

THERE is a wealth of distinctive styles in Japanese pottery vases and a comprehensive collection of unusual designs in bronze vases for lamp mounts at the salesrooms of the Dohrmann Commercial Co.



BY THE MACBETH-EVANS GLASS CO.

The array of unusual designs in silk lamp shades at the salesroom of Wm. R. Noe & Sons speaks volumes for the originality of the concern's designers. They have achieved many styles of more than ordinary attractiveness. In fact, the whole line bristles with striking shapes and color effects. Every size for every purpose is represented in the display. This department of the business has grown to such proportions that despite the recent acquisition of larger quarters for manufacturing, the space is far from being adequate.

The Chas. P. Schuller Cut Glass and Lamp Co. are showing a new line of wood portables fitted with silk shades to match. Various unusual colors in Japanese lacquer with characteristic gold figures and floral decorations form an important part of the exhibit, though there are any number of others in mahogany, etc., in new styles. A feature of the line is that no two shades are alike.

Fondeville & Van Iderstine have added to their lines a showing of lamps that are taking exceedingly well with the trade. The bases are of carved wood in artistic antique and bright gold finishes. Many very clever designs are shown, ranging from those of extreme simplicity to the more elaborate carvings. The display includes new ideas in vase bases as well as other styles. The lamps are fitted with silk shades in a diversity of designs.

The accompanying illustration shows the No. 1299½ electric portable, one of the big sellers made by the Pittsburgh Lamp, Brass and Glass Co. now on view at



the New York salesroom. It is shown in two pretty finishes—a green and nickel with green mottled glass panels in the shade, and an Empire gold with yellow mottled glass.

WILL CONTROL OUTPUT OF CLAY CASTING CO.

THE E. W. Hammond Co. will shortly add another important factory to the list they represent, having contracted to handle the entire output of the newly-organized Clay Casting Co., New Cumberland, W. Va., which, as stated in a previous issue, was recently incorporated by C. L. Gray, Armor Cooper, Ambrose, Harry and Fred Cartwright, with a capital of $100,000, to operate the old Chelsea pottery.

The concern will specialize principally in cereal sets and other items that may be made by the casting process.

Preparations are being rushed with all possible speed to get the plant in shape for early operation, and if present plans carry the heads of the concern expect to be able to make shipments by January 1.

The factory is being thoroughly overhauled from stem to stern, new decorating kilns, machinery and other equipment are being installed, and when completed will be one of the most up-to-date in the country.

THE ORIGINAL BOTTLE.

BOTTLES were among the first known inventions of the human race. The necessity for having some means of carrying water on long journeys over deserts led to the fashioning of a vessel with a small neck that could be closed, thus preventing spilling and evaporation.

Probably the first bottle was the skin bottle. As the skins of animals were early used for clothing, they also probably were the most available material for carrying water, and therefore were used.

This primitive form of the bottle had many advantages as a conveyor of liquids on long journeys. It was comparatively light; it adjusted itself readily to different positions, being flexible; it was not easily injured; it could be repaired; and when empty it occupied small space.

The skins of kids, goats, cattle and camels proved best for this use, on account of their strength. With the goat, after the head and feet had been cut off, the skin generally was stripped off whole. With the larger animals this method was hardly practicable, and the edges of the hide had to be firmly sewed and pitched together. Sometimes the hide was roughly tanned, but as often the hair was left on the inside. The neck or one of the limbs was used for the neck of the bottle.

All skins have to be kept well greased on the outside to prevent the oozing of the liquid through the pores and very rapid evaporation. Milk, oil, water, wine, and many other substances, both liquid and solid, were stored and carried in these bottles. They also were kept in motion by pressing and wringing the bottle. Ox-skin bottles may hold as much as sixty gallons, and two (one on each side) make a load for a camel.

There are many references in the Bible to skin bottles. The injunction not to put new wine in old bottles is perhaps the most familiar. Old bottles naturally were somewhat worn and the skin weakened. The fermentation of the wine produced considerable pressure, which ofted resulted in the bursting of the bottle and the loss of the wine. Other references in the Bible are to earthenware jars or bottles.

The Egyptian civilization, which produced marvels in many lines, marked excellent progress in making bottles. At an early date elegantly-shaped bottles were in use. These were made of bronze, silver, gold, ivory, bone and leather. Some of their bottles were of glazed pottery. Egyptian sculptures, dating about 4,000 B. C., show what are supposed to be glass bottles. Representations of skin bottles of various kinds also are shown on their monuments.

It is interesting to note that skin bottles still are in common use in Western Asia. They also are used today in Southern Europe to hold wine.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 7, '16	Corresponding period 1915	Exports Jan. 1 to Oct. 7, '16	Corresponding period 1915
New York ...	116	110	9877	7632
Boston	67	44	3580	3737
Philadelphia .	....	8	587	2012
Baltimore	13	22	2603	5892
San Francisco	....	....	1125	1403
New Orleans	8	....	157	669
Portland, Me..	....	40	249	1091
Galveston ..	....	....	....	10
Newport News.	2	....	2	61
Portland, Ore	....	. ..	18	141
Inland Points	....	....	374	498
Total	206	224	18572	23146

From David Inglis & Co.'s Circular

TO	Shipments week end'g Oct. 7, '16	Corresponding period 1915	Exports Jan. 1st to Sept. 26, '16	Corresponding period 1915
Boston . .	67	44	3838	3737
New York .	116	110	9922	7632
Baltimore	13	22	2761	5892
Philadelphia...	....	8	584	2022
New Orleans ..	8	....	165	669
Newport News.	2	....	2	61
San Francisco.	....	....	1125	1433
Portland, Me..	....	40	484	1091
Galveston.	....	....	....	10
Portland, Ore..	....	....	18	141
Inland Points..	...}	....	117	436
Total..	206	224	19016	23124

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Placing new orders with the potters is somewhat difficult, for the plants are simply crowded with business. Buyers who have attempted to buy from firms with which they have never heretofore had transactions have been told frankly that it would be impossible to supply their needs short of from two to three months.

* *

Kilnmen employed in this district are not agreed about the increase in wages granted the craft by the manufacturing potters, claiming that there are "too many strings attached." The manufacturers want the kilnmen to produce full capacity, but the kilnmen want to quit work at four o'clock, no matter whether or not a half hour or so more would complete a kiln. A final decision is to be rendered at a general meeting of the kilnmen to be held here Friday night.

* *

President Homer J. Taylor, of the Knowles, Taylor & Knowles Pottery Co., left this week for a Western trip which will take him to the Pacific Coast.

* *

Improvements at the former plant of the Chelsea Pottery, New Cumberland, W. Va., just south of here, have been started, and the Clay Casting Co., which has taken over the plant, will place it in operation as quickly as possible. The officials state that the plant will be started with a year's business on the books. The main offices of the company will be maintained in this city. Nearly 200 people will be given employment.

* *

News of the formation of the Zanesville (O.) Clay Novelty Co. with a capital stock of $10,000 has been received here. The new company has been formed by Raleign E. Franch, Henry Nicholson, Clarence Carter and Thad Thompson. A line of specialties will be manufactured.

* *

In order that its supply of coal would not be cut short, thereby necessitating the loss of a number of kilns, the Wellsville China Co. went into court here and obtained a preliminary injunction against the Pennsylvania Railroad Co. restraining it from confiscating and using two cars which had been obtained from the lower Ohio river district.

* *

There is every reason for believing that the Manufacturers' Heat and Light Co., of Pittsburgh, which supplies the potteries hereabouts with gas, will advance its rate from 14 to 16 cents per 1,000 cubic feet January 1.

* *

Among the buyers visiting the district of late were Fred Sellers, of M. Sellers, Portland, Ore.; Mr. Seager, of the Seager Five and Ten Cent Syndicate, Hazelton, Pa.; John Hawthorne, with Wanamaker's, New York; Leo Himmelstern, San Francisco.

* *

It is reported that one large pottery near here which has much unfilled old business on file contemplates cancelling all such contracts January 1. It is almost impossible to fill orders on lists that are from eight to twelve months old. However, the concern will do all it can between now and January.

* *

It is possible that new interests will take over the idle plant of the Ohio China Co. at East Palestine and operate it under another name. Within the past fortnight conferences have been held with this end in view. Pittsburgh interests are said to be back of the movement.

* *

The first gas shortage of the season was experienced October 27, when pottery manufacturers were advised by gas companies not to light kilns.

* *

The demand for hotel ware is the greatest ever experienced, and manufacturers are unable to fill orders. There is not only a shortage of flat ware in this line, but other items as well. Large orders for restaurant mugs are being declined by some manufacturers.

* *

Notice has been served upon the W. S. George Pottery Co., East Palestine, that ere long it will be impossible for the gas companies to supply the plant.

The company has therefore started the construction of a siding from the Ft. Wayne railroad and is arranging to use coal for both kilns and boilers. All along the line it is reported that the companies are conserving their supply for domestic purposes.

* *

Stocks in warehouses were never as low. One manufacturer told the writer that he was no longer able to fill any demands from stock on hand—that he was working his plant solely on orders.

* *

Those pottery manufacturers who use coal have already begin to feel the shortage of cars and say that it is impossible to get deliveries from the mining companies according to contract.

DON'T TALK TOO MUCH.

TO be *voluble* is not to be *valuable.* Many a salesperson has lost his or her business future through garrulity. Don't be a dummy, but don't have too much to say.

A wise old Oriental poverb says that since men have *"two ears and only one mouth," they should "listen twice as much as they talk."* That's a good rule. It's one of the rules that have given the people of the Orient a reputation for *wisdom.*

Try the same rule and you'll get a reputation for wisdom—and, what's more, you'll be wise.

But when you keep your mouth shut don't forget to keep your ears open, else those who know you will close their ears when your mouth is open.

There are men who can look as wise as a treeful of owls until they open their mouths.

If you keep your ears open you will learn when to open your mouth and what to say when you do open it.

Don't stand like a mute when customers want information about your goods. Speak up and tell them what they want to know. A woman would not stop and examine your merchandise just to kill time. *She's interested*—that's why she stops—*and it's easy to make sales to people who are interested.*

When a customer displays interest the wise salesperson will immediately try to increase that interest.

Just for a moment think of the customer's interest as a faintly glowing spark of fire that you must carefully protect from the rough winds of counter attractions that crowd in, while you fan it into flame.

Suppose you were out in the woods somewhere in cold weather. Night has come and you need a fire and there is just one little spark with which to kindle it. You have no matches, and if you can't nurse that little spark into a blaze you must spend the night without warmth and cooked food. Don't you think that in some way you would manage to make that spark flame and set fire to your logs?

Your customer has displayed a spark of interest. You can kindle that spark to a flame of desire if you know the important facts about that merchandise and just feed them to her one at a time. Don't stand and recite them one after another, like a parrot or a talking machine.

Let your prospect have a good look and then very quietly—not to scare her off—tell her some interesting thing about the goods that she *hasn't noticed.* Let this sink in and then give her another. You will find her interest is growing.

If possible get her ot take the merchandise in her hands, advises a writer in "Woman's Wear." Many people are particularly sensitive to impressions received through the fingers. Do not urge her to handle the goods, but just call attention to the texture, the weight, or some other particular which gives you a natural excuse to hand it to her.

Go on giving her the good points, quietly, carefully—*using only as many words as are necessary*—and *watch* her for any sudden flaming of interest. If you tell her one point at a time and then *wait* a few seconds you will have time to judge the effect of each statement.

You may make three or four statements before you finally observe that one of them seems to interest her more than the others. You will know when this point is reached because the customer *will begin to ask questions about that point,* and then about others. Just as soon as she shows you have touched the point which *most* interests her, leave the other things you have had it in mind to tell her and *concentrate* on that one point. You can sell her on that one point alone, because that is the one which fits her particular viewpoint. To strengthen that mention *casually* other good points but *focus* on the one that is most important to your customer.

The point of chief interest to the customer's mind may be one of style, color, texture, quality of materials, fit or any one of a dozen things which seem especially desirable to her, but whatever it is just the moment she *shows* what she wants, *go after that like a hound after a rabbit*—but don't make too much noise.

Don't talk too much. Give the customer a chance. It is what *she* thinks that will sell the goods, and your part is to influence her thoughts in favor of your goods. You can do this if you go about it intelligently and tactfully.

Many a salesperson will talk until the selling point has been reached, and then after all his work will lose the sale because he didn't know when to *stop* talking.

Mark Twain used to tell a story about how he went to a missionary meeting one night. The missionary wanted to raise a large sum of money to better the condition of a lot of savages in the Fiji Islands, or somewhere else.

To quote Mark Twain, as nearly as we can remem-

ber:—"My heart bled for those 'poor suffering heathen' and I made up my mind that just as soon as the contribution was called for I would give two hundred dollars. That man went on talking for half an hour more, and I decided that I couldn't afford to give two hundred dollars, but I would give one hundred dollars. The missionary went right on talking, and I thought the matter over and I decided that fifty dollars was enough for those 'poor suffering heathen.'

"Well, sir, that man talked for two hours and a half, and when they finally passed the contribution box—I stole two dollars!"

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

H E Sentor, c, g, Phillips of Buttorf Mfg Co. Nashville.

Goodman King, c, g, Mermod, Jaccard & King, St. Louis. Astor.

Mr Averill, l, Jordan, Marsh & Co, Boston. 432 Fourth ave,

F W Gardner, c, g, Shepard-Norwell Co, Boston. 15 East 26th.

W P Briggs, c, Sibley, Lindsay & Curr Co, Rochester. 432 Fourth ave.

E H Zeller, t, Wm Koch Importing Co, Baltimore. Imperial.

O J Hengerer, t, Wm Hengerer & Co, Buffalo. 18 West 35th.

C H Reiling, t, Elder & Johnston Co, Dayton. 230 Fifth ave.

A Kallman, hf, t, England Bros, Pittsfield. 105 Grand,

M J Ryan, hf, W & A Bacon, Boston. 1133 B'way.

W E Clark, hf, Marshall Field & Co, Chicago. 104 Worth.

J H Taylor, hf, F A Patrick Co, Duluth. 43 Leonard.

F S Hulse, c, g, Clarke Bros, Scranton. 105 Grand.

J R Weymouth, hf, Miller Bros Co, Chattanooga. 1150 B'way.

NATIONAL HOTEL MEN'S EXPOSITION.

OVER 6,000 hotel men from every section of the United States and Canada will attend the National Hotel Men's Exposition which will open at the Grand Central Palace, this city, on Tuesday, November 21, and continue until Saturday, November 25, inclusive. It will be the greatest gathering of hotel men on record. Nothing of its kind has heretofore been attempted. The exposition will be held in conjunction with the annual convention of the New York State Hotel Association and the Hotel Association of New York City, and the members of these two organizations will act as hosts for the visiting hotel men.

Hotel men are planning to attend the exposition from points as remote as San Francisco, New Orleans, and popular resorts along the Forida coast. Special trains from New England, the West and South will be run to New York during the exposition. It is planned to have a special car start from Denver, and others from San Francisco, Salt Lake City, Omaha, Kansas City and other important points, all combining in Chicago to make a special train to this city.

Visitors will have an opportunity to inspect exhibits by all the leading manufacturers showing not only the latest labor-saving devices, appliances and equipment for hotels, but will be able to learn many valuable hints and suggestions for the conductivity of a modern and up-to-date hotel.

Full information concerning the exposition may be obtained by addressing Mark A. Cadwell, secretary, New York State Hotel Association, Thirty-third street and Fifth avenue.

POINTERS FOR BUYERS.

A PLEASING STEMWARE PATTERN.

A superior line of stemware, tumblers, lemonade and iced-tea glasses, etc., from the Fostoria Glass Co. has made its appearance at the local salesroom. The decorative treatment consists of an exceedingly well-executed copper-wheel engraving showing a continuous small leaf design forming a neat double-line enclosed band from which are festooned two fern leaves connected by a small flower. A heavy coin gold edging at the top and base completes a decidedly pleasing pattern.

GOOD POTTING.

From the Canonsburg Pottery H. Benedikt is exhibiting a new shape, known as the "Belmar," which is not only commendable for its gracefulness, but also for being an exceptionally good bit of potting. It is very light in weight and finished in a manner that will meet the requirements of the most critical.

MORE LANCASTER SPECIALTIES.

The mobilization of the American troops on the Mexican border has served as an inspiration for some new specialties by the Lancaster Glass Co., just added to the assortment shown by their New York agent, Frederick Skelton. A reproduction of a khaki-colored tent with open flap is one of the items, while two soldiers, an officer and private, in blue and khaki uniforms, are others. They should prove particularly salable in toy departments.

A WOMAN may not be able to sharpen a pencil with a hairpin, but she isn't guilty of trying to open the front door at 2:30 a.m. with a fountain pen.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 2, 1916.

RETURNING GOODS.

IN their endeavors to attract trade the department stores have employed many objectionable practices, not the least of which is that of taking back without question goods which were supposedly sold, and returning the money or giving a credit slip. This action has compelled many regular dealers to follow more or less in their footsteps. Women have learned that they can buy almost anything, and after getting it home, if they do not like it or want something different, send it back. If they really are disappointed in their purchase there is a shadow of excuse; but when they deliberately order something merely for the sake of ordering, as they sometimes do, the act is little short of being criminal. And that it is not an uncommon practice where women have charge accounts many establishments can testify.

But this is not the worst. Women have been known to select and have sent home a handsome dinner set, use it at a function, and next day return it with the explanation that they have decided not to buy.

A woman of wealth and standing, and supposed intelligence and integrity, ordered three dozen expensive candle shades to be sent on a certain day. The salesman could not see what use she might have for so many, and informed the head of the house of the unusual purchase. He was reprimanded for his pains. Three days later the shades were returned, and in bad condition. All bore evidence of use. Some were burned; others had candle-grease on them. His surmise that the woman could not legitimately use them having proved correct, the salesman called his employer's attention to the goods and asked what he should do about them. Should he charge them up to the customer? He was told to do nothing of the sort. Put the least damaged ones on the bargain counter in the basement, and throw the rest away. It would not do to offend that particular customer. The fact that by thus passing the matter over the storekeeper encouraged her to repeat the operation, either on him or somebody else, didn't seem to enter his mind.

All goods that go out of a store come back more or less injured. But assuming they are returned perfect, there is the expense of carting two ways, the time and trouble of packing, unpacking and putting them back on sale—only too often at a lower price.

One large establishment in New York estimates that twenty-two per cent of all its sales come back. It would seem as if the department store men should get together and put a stop to the indiscriminate return of goods.

PERSONAL.

WHILE paying a visit to New York last week, Harry E. Smith, secretary and treasurer of the Guernsey Earthenware Co., had the misfortune to lose an expensive overcoat only just purchased. While he was breakfasting in a restaurant Friday morning the coat evidently struck the fancy of another patron immediately upon its being hung up, for scarcely was Mr. Smith settled at the table when his waitress inquired if he had not worn an overcoat. She had seen a man leave rather hurriedly and had just noticed that the coat which hung near him had also disappeared. Instead of an attack of acute indigestion from the shock, Mr. Smith took the matter philosophically and coolly telegraphed his tailor at Cambridge, O., to duplicate the coat.

Justin Tharaud is this week calling on the trade in Philadelphia with the new dinnerware designs of L'Union Ceramique.

Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., arrived in town on Monday.

Invitations are out for the wedding of Samuel S. Landberg, of W. Landberg & Sons, at Progress Casino, this city, on Sunday, November 19. The future Mrs. Landberg is Miss Yetta Perlmutter.

Jas. J. Temple, manager for L. Bernardaud & Co., expects to leave on Monday for Boston, where he will spend the week showing his line at Young's Hotel. He expects to return to New York for the week-end

before starting for a trip through the Middle West which will take him as far as Chicago.

⚜

Thos. A. Neely, buyer for Strouss-Hirschberg Co., Youngstown, O., left on Wednesday after making a three day visit to the local market to place orders, and incidentally to visit his family.

⚜

J. H. Venon, who has been making a trip West accompanied by Leon Vallee, is home again after a very successful tour.

⚜

In order to decide what regalia should be worn, Harry S. Mirrielees "dressed up" at the meeting held in furtherance of the Torchlight Parade with paper "top" hat, two white sashes—one over each shoulder—each secured by a red, white and blue rosette, and posed for a decision. He won.

⚜

J. J. Hines was wearing that broad smile that usually goes with a book full of orders when he arrived from the Middle West on Saturday. He left again on Monday for Pittsburgh, from where he will complete the remainder of his territory.

⚜

J. Meredith Miller, accompanied by Mrs. Miller, left on Saturday in their car for Pittsburgh to attend the wedding of a friend.

⚜

Joe Bruen, of the Royal Art Glass Co., returned last Friday after covering territory as far as Omaha. Business was so good that he found it necessary to return to headquarters to assist in superintending the filling of his orders.

⚜

Bernhard Wicke, brother of Victor G., is now in the New York office of the Imperial Glass Co., where he will pay particular attention to selling the new "Pearl" ware.

⚜

The departure on Wednesday of A. T. Kenyon to cover territory west of Chicago marked the opening of a lively campaign by the Oriental Sales Division of the Dohrmann Commercial Co. Following closely upon Mr. Kenyon's heels will be Geo. H. Simmons, who leaves on Saturday to cover the Eastern States as well as the Middle West. A Southern representative also will start out soon.

⚜

No sooner had W. H. Smith, commercial manager of factory D of the United States Glass Co., Pittsburgh, arrived at the local office last Friday than he received a cordial invitation to doff his coat and help Manager Craig and his assistants, who were busy as nailers getting into their new uptown quarters. Mr. Smith did not exhibit any special delight over his visit here this time, and there was not the slightest note of regret discernible in the tone of his voice when he said "Goodbye!" on Tuesday and left to spend a few days at the concern's office in Boston.

⚜

H. Benedikt has been laid up for several days with a hurt foot, having badly sprained the ligaments by a misstep.

⚜

Thos. G. Jones is spending this week on a visit to the McKee Glass Co., Jeannette, Pa., and other factories which he represents in New York.

⚜

Max Hirsch, representative of the Buffalo Mfg. Co., has corralled a fine bunch of orders for his metal ware specialties as the result of his visits to Boston and Hartford this week.

⚜

Thomas Gill, who has the reputation of being one of the most efficient buyers of china and glassware in the business, became associated with the Emery-Bird-Thayer Dry Goods Co., Kansas City, Mo., on Monday of this week as manager of the above departments. His last connection was with Lipman, Wolf & Co., Portland, Ore.

⚜

Wm. B. Warnick, of Gillinder & Sons' sales staff, who has heretofore made his headquarters at the factory in Philadelphia, arrived at the New York office last week to cover the trade in the metropolitan district.

⚜

W. J. Patterson, traveler for the Star Glass Co., is in town this week calling on his old friends in the trade.

⚜

R. J. Wyllie arrived home on Tuesday after several weeks in New England territory with Chas. J. Dela Croix's lines.

⚜

The many friends of W. A. Lathrop, with L. Barth & Son, who has been seriously ill with inflammatory rheumatism at the Post Graduate Hospital for the past fortnight, will be glad to learn that his condition is slowly improving.

GERMAN POTASH SALES.

AT a meeting, October 31, of the stockholders of the Potash Syndicate, in Berlin, President Kempner said that the shipments of potash during the first nine months of 1916 surpassed by 230,000 tons those of the preceding year. The total shipments for this year are calculated to reach 900,000 tons.

Shipments in 1913, which included great amounts

for exportation, totaled 1,100,000 tons. During the first nine months of this year German farmers were provided with 1,760,000 tons of kainite hardbalt and 870,000 tons of potash fertilizing salts.

Very little of it came to the United States. Our total imports of the hydrate, used in the manufacture of glass, in the eight months ending August were only fifteen tons as against a normal receipt of 300,000 tons in eight months.

BRITISH POTTERY TRADE RETURNS.

EXPORTS of pottery from the United Kingdom for the month of September were valued at $1,275,-699—a material increase when compared with the values for the corresponding months of 1915 and 1914, $818,915 and $742,389, respectively.

For the nine months ended September 30, 1916, the total value of the exports of these wares, $9,473,-800, was $7,405,260 in excess of that for the corresponding period of 1915, but less than that for the corresponding period in 1914, when the total was $10,233,-782. Of this the United States in September, 1914, took $157,859, in 1915 $122,188, and in 1916 $169,393. For the nine months ending September 30, 1914, the figures were $1,571,057, in 1915 $1,430,508, in 1916 $1,425,865.

HOW ENGLAND MET THE EMERGENCY.

SPEAKING at King's College, London, the principal, Dr. R. K. Burrows, said that every laboratory in the college was being worked in the service of the government, and Professor Jackson had solved the formula for making the delicate kinds of glass, including miners' safety lamps, which had hitherto been made in Germany and Austria. H. A. L. Fisher, vice-chancellor of the Sheffield University, stated that plans had now been formed for the new and important development of glass technology. The University court of governors had passed an ordinance establishing a diploma in glass technology, and this new departure had received the cordial support of the glass industry in Yorkshire. The sum of £2,000 had been voted by the two associations in the county, and, even more than that, Sheffield University was assured of the assistance, co-operation and skilled advice of the leading glass manufacturers of the district. The ancient and beautiful industry would therefore receive a fresh impetus. Addressing a meeting of his constituents at Bedford, Mr. F. Kellaway, M. P., referring to glass making, said the problem facing the government was, first, to discover the formula of glasses, and, having discovered it, to establish the industry. It was fortunate that in this crisis the country had available a few scientific men who had been working for years almost without recognition, and such institutions as the Imperial College at South Kensington and the National Physical Laboratory at Teddington. The government went to these men and asked them to discover the formulæ used by the Germans in their production of optical and chemical glass. The Britist scientists, after a few weeks' experiments, discovered many of the formulæ, and it then became possible to commence manufacture on a commercial scale. The result was that within a year after the outbreak of war the output of optical glass was multiplied four and a half times; it had now increased to fourteen times the output previous to the war, and there was good ground for saying that by the end of the year it would have multiplied twentyfold.

THE CUTTERS AT HONESDALE, PA.

THE Penn Cut Glass Co., located at Prompton, four miles from here, is operating about thirty-five frames. Charles E. Lozier, manager of this concern, narrowly escaped serious injury a few days ago when his automobile turned turtle.

* *

The force of the T. B. Clark Co. is rushed with orders. Cutters are working on full time, and smoothers are in demand.

* *

Among the new glass-cutting industries to start in Honesdale is that of Joseph Sonner. As yet it is of small proportions; but Mr. Sonner is a practical workman, executing a fine line of ware, and his business is bound to grow.

* *

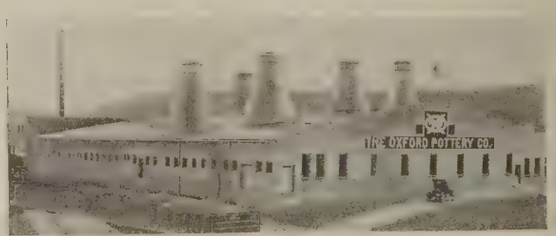
The Irving Cut Glass Co.'s large force is very busy on special holiday orders.

* *

Through the merits of his work, Noble A. Ray, lamp and china decorator, has secured employment in Salem, Ohio. Mr. Ray had a large class of painters here who regret that the studio is closed.

* *

Mrs. Emil F. Kupfer, of Brooklyn, N. Y., has purchased the fine home of Michael J. Kelly on Wood avenue, Honesdale. Mr. Kelly is the junior member of Steinman & Kelly, Deposit, N. Y., formerly of Honesdale. Mrs. Kupfer and children will remove to Honesdale before winter.



OXFORD POTTERY, CAMBRIDGE, O.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

From present indications the annual pottery and glass exposition here in January will consist of close to 125 exhibitors. This will make the affair the largest of the kind ever arranged here. A feature of the exposition will be the number of new firms maintaining displays. Reservations are being made fast. So heavy are the requests that space on the fourth and fifth floors at the Ft. Pitt has about been exhausted. The large rooms on the sixth and seventh floors were spoken for long ago. Over seventy displays have already been listed. Additions during the past few days are as follows:

American Import Co, San Francisco.
M Kayser Art Co, Milwaukee.....Kayser Mrs M
Demer Bros Cut Glass Co, Halstead, Pa.....Demer, F
Oxford Pottery Co, Cambridge, O...Flannigan, J E
Quaker City Cut Glass Co, Philadelphia.....Lemcke, A F

The surprise to the trade here this week was the announcement of the resignation Wednesday from the United States Glass Co. offices of William J. Dillon, who has been associated with the sales and order department for the past twenty years. Since he retired from traveling Mr. Dillon was in charge of stocks in all plants, with his headquarters in the main offices here. Mr. Dillon is considering several propositions, and it goes without saying that he will not be at leisure long.

Harry L. Dixon, builder of glass plants, was a busy man last week. As Imperial Potentate of Syria Temple of the Masonic fraternity he was in charge of the dedicatory exercises of the new Temple here, which was completed at a cost of $1,000,000.

For an hour last Friday a department store here sold tin-cap jelly tumblers at five cents per dozen—three dozen to a customer. Needless to say, the stock was soon cleaned out.

Inquiries for glsss for export continue to be received by domestic manufacturers. A few days ago specifications came for a heavy shipment of lantern glass.

The demand for hotel tumblers is very heavy. Prices are firm, and some buyers are reported to have offered a premium for quick deliveries.

Mr. Giometti, of Corning, N. Y., was in the district a few days ago buying blanks.

Glass-decorating managers have been put to considerable annoyance of late because of the fact that when they have sent in orders for certain lines they have been told that the "molds have been junked." "It would be well for the manufacturers to notify the decorators some time ahead before they discontinue a line; then we could protect ourselves," said one decorator. "Under the present plan we are helpless. It would be very easy for the manufacturers to tip off the decorators before they discontinue a line, and they could secure some good-sized orders before the molds were taken off the list."

"The only way to secure merchandise is to go to the factories and work hard until you get your shipments started," declared Leo Himmelstern, of Himmelstern Bros., San Francisco, when here a few days ago. "We have been behind all summer in getting shipments through, and I have made many trips to Pittsburgh and East Liverpool to urge deliveries. My present trip was very successful." Mr. Himmelstern left here for home on Monday.

It has just been announced here that a company of Star City, W. Va., business men have taken over the former plant of the Shriver Lumber Co. at Fairmont and will convert it into a glass factory, manufacturing paste mold goods. The task of remodeling the plant will start at once.

Plans and estimates are being prepared by the Owens Bottle Machine Co. at Fairmont, W. Va., for the erection of a coal gas producing plant. The object

of the company is to provide against a possible shortage of gas during the coming winter, and they will spend upwards of $300,000 with this end in view.

Glass interests here report that an effort is being made to establish a new glass factory in Virginia. One of the advantages of its location will be a cheap ocean freight rate to the New York market.

At a meeting of the board of management of the Western Glass and Pottery Association the vacancy in the board caused by the death of Charles F. Gosser, who was serving his second term as fourth vice-president, was filled by the election of C. Nick Muessig, the latter's place on the board being filled by the election of John M. Harris. Details of the annual banquet in January were discussed, and it was decided to eliminate all set speeches from the programme. W. W. Lang was appointed chairman of the banquet committee.

Among the buyers here this week were: Joseph Levy, with Lewis & Neblett, Cincinnati; Mr. Brost, with J. N. Adam & Co., Buffalo, N. Y.; W. J. Johnson, in charge of the electric department of Crowley & Milner, Detroit; S. H. Parkhurst, with the Kress Syndicate.

SHARING THE PROFIT.

THE first exhaustive and impartial analysis ever made of profit-sharing plans tried or in force in the United States has been published by the National Civic Federation. While profit-sharing schemes have not in all instances realized the hopes of those interested in them, a large majority of employers who have made the experiment are convinced of their value. As Hayes Robbins points out in the introduction to "Profit Sharing by American Employers," representatives of union labor who oppose the plan speak only for a part of the wage earners, and there is no means of knowing how unorganized workers, as a class, stand on the question.

Profit-sharing may be grouped into the percentage-of-profit plan, an example of which is the Eastman Kodak Co., of Rochester, N. Y.; the method of special distributions or gratuities, illustrated by the Crane Co., of Chicago; and the stock ownership plan, the chief exponent of which is the United States Steel Corporation. A detailed study is given of the operations of one or another of these plans in 200 different cases. A few favorable comments of employers follow: "Promotes more continuous service"; "eliminates the rolling stones and encourages home building"; "tends to promote efficiency and stimulate endeavor." Objections of employers are thus expressed: "Dissatisfaction on the part of the employees when the profits are small"; "employees count on bonus payments and make use of them in advance"; "the sale of stock to outsiders in those cases where the stock is distributed."

No employer in the country has given more study to profit-sharing plans than George W. Perkins. He lays down the principle that wages and salaries are paid to earn fixed charges, and of surplus earnings or profits a certain percentage should be allotted to employees in proportion to their contribution to the greater success. Charles M. Schwab says: "I believe in profit-sharing with department heads and with workmen who by their personal efforts add to the profits of an enterprise by economies or increased output."

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (40 words). PAYABLE IN ADVANCE.

WANTED, SELLING AGENT.—We desire to make connections with a strictly high-class salesman for Pacific Coast States. Our line consists of lead blown tumblers, stemware, jugs, vases, etc., making one of the most complete, high-grade lines of fancy glassware produced in America. Old-established factory with reputation for service and quality. Applicants must give full particulars as to age, experience, past and present connections, references, etc., in first communication. Address MANUFACTURER, this office.

FOR SALE.

POTTERY FOR SALE.—A pottery situated in New Jersey, two kilns, biscuit and glost, and two decorating kilns. P.R.R. siding. A going concern making a line of fine specialties. Terms arranged to suit purchasers. Address S. M. P. B., this office.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

FOR SALE OR LEASE.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

BUSINESS OPPORTUNITIES.

LINE OF TABLEWARE WANTED.—Wanted, upon a commission basis, line of popular-priced cut tableware for the Middle West, by well-established sales agency. Address A 101, this office.

PROPOSITIONS WANTED.—Active outside salesman open to propositions from manufacturers of lamps, bar and lighting glassware wanting New York representation. Address A 103, this office.

LINE OF GLASSWARE WANTED.—Wanted by manufacturers' agent covering the Middle West thoroughly and well acquainted with the five and ten cent, variety and department store trade, line of table glassware upon a commission basis. Address A 102, this office.

THE FIRST CHINA.

IT is to the Chinese alone that the world owes the creation of chinaware. While the Greeks, who have persistently laid claim to the invention of this article of modern everyday use, were making experiments with terra cotta the Chinese had already completed the manufacture of porcelain. The assertions of Chinese histories that pottery was made in the Chinese empire as far back as 2900 B. C. are upen to considerable question. It is a matter of indisputable record, however, that porcelain was ex'ensively produced in China about 87 B. C.

From that period the art was developed and perfected through the centuries, the center of the industry being King-le-Chin, where porcelain was first made in 580 A. D., while in the eighteenth century this town possessed no fewer than 3,000 furnaces. Of all Chinese porcelain the most prized, even at this day, is the old blue ware, imitated by the Delft manufacturers.

From China to Japan the knowledge of the production of porcelain was carried in 27 B. C. Seven hundred years later the first company of porcelain makers was established in Tokyo. It is, however, rather in the production of pottery than porcelain that the Japanese have displayed pre-eminent skill.

The first record of the appearance of porcelain ware in Europe is in 1487, when Lorenzo de Medici received from the Sultan of Egypt a present of blue Chinese porcelain. The appearance of chinaware in Europe led to strenuous and intermittent efforts at imitation, the earliest European porcelain of which any examples exist being that made in 1580 by Francis de Medici II , Grand Duke of Tuscany, this attempt, however, ceasing seven years later. From time to time the industry appears to have been revived in France, but it was not until 1693 that porcelain-making took firm root at St. Cloud, to be further developed fifty years later at Vincennes.

In 1756 the center of the industry was finally transferred to Sevres, while in 1760, at the direction o Louis XV., the works became the property of the nation, surviving the maelstrom of the Revolution, and continuing, in spite of all changes of government, until the present day. Twenty-five years earlier Boettcher had established the famous works of Meissen, near Dresden, Saxony.

In Great Britain manufacturers have at all times centered their attention on the making of soft porcelain of the kind used in the every day cup and saucer. The

Continued on page 22.

The "Welcome" Sign is Out.

A CORDIAL invitation is extended the trade to visit our New York Office and Sample Room — removed November First to the Thirteenth Floor of the Albemarle Building, 1101 to 1113 Broadway, Corner of Twenty-fourth Street, New York City.

UNITED STATES GLASS CO.,

OF PITTSBURGH, PA.

Telephones: Farragut 2940, 2941. ED. CRAIG, Manager New York Office.

Continued from page 21.

works at Chelsea, Derby and Worcester were started respectively in 1745 and 1751, hard porcelain making being begun by Robert Cookworthy at Plymouth in 1768 and continued by Richard Champlin at Bristol until 1781.

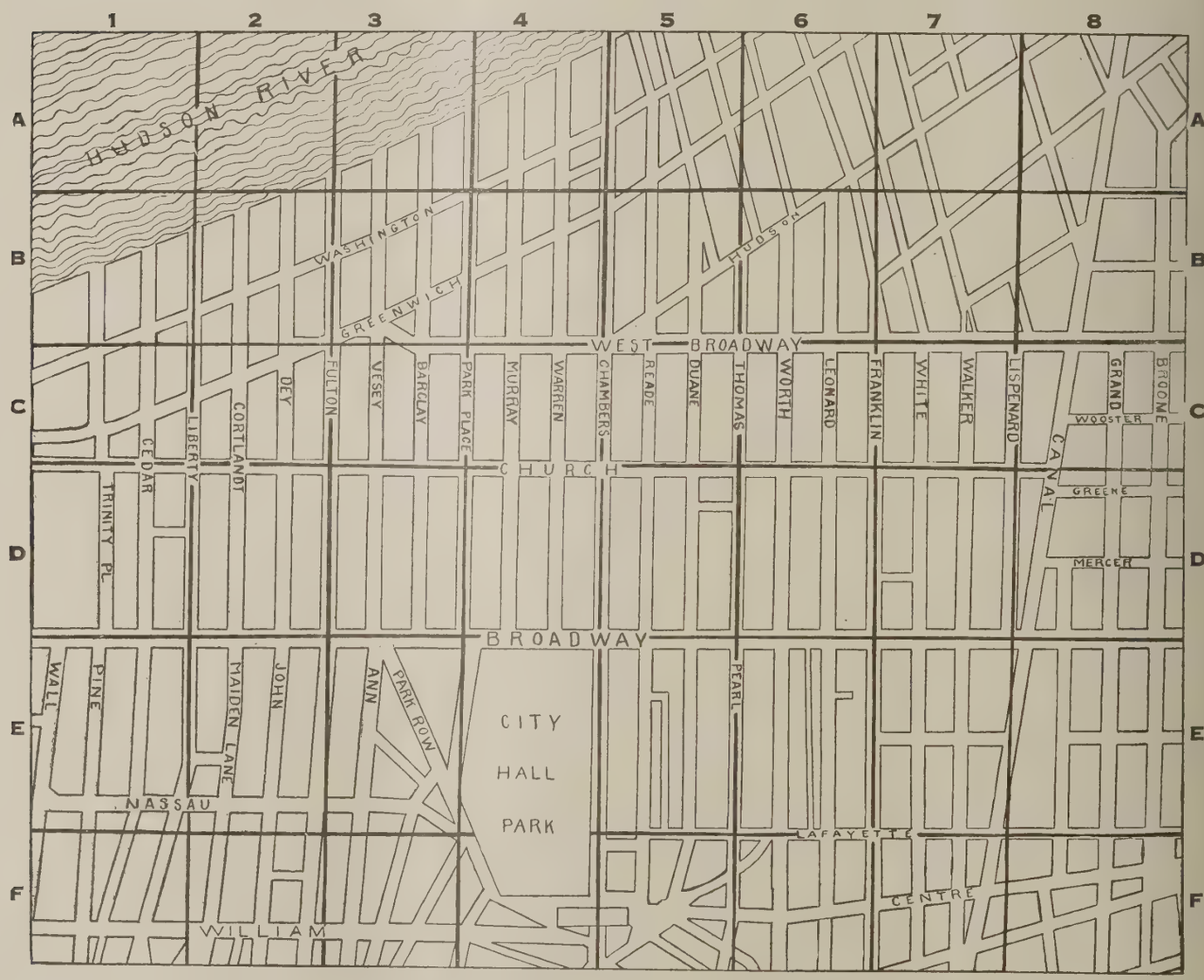
GERMAN TOY TRADE.

PERHAPS no single industry in Germany has suffered so much from the war as that of toy-making. In the last peace year Germany's toy trade aggregated 140,000,000 marks, or $35,000,000, of which more than $25,000,000 was export, and the larger part to America. Since the war this figure has dropped nearly two-thirds. What is worse still for the German manufacturers is the fact that other countries have taken up this industry, and the Germans will find it very hard to recover their lost markets.

More than any other branch of industry the German toy trade sent its products throughout the world. Its first development was after the Franco-Prussian war, but it was not until twenty-five years ago that its exports first assumed very large dimensions. Before

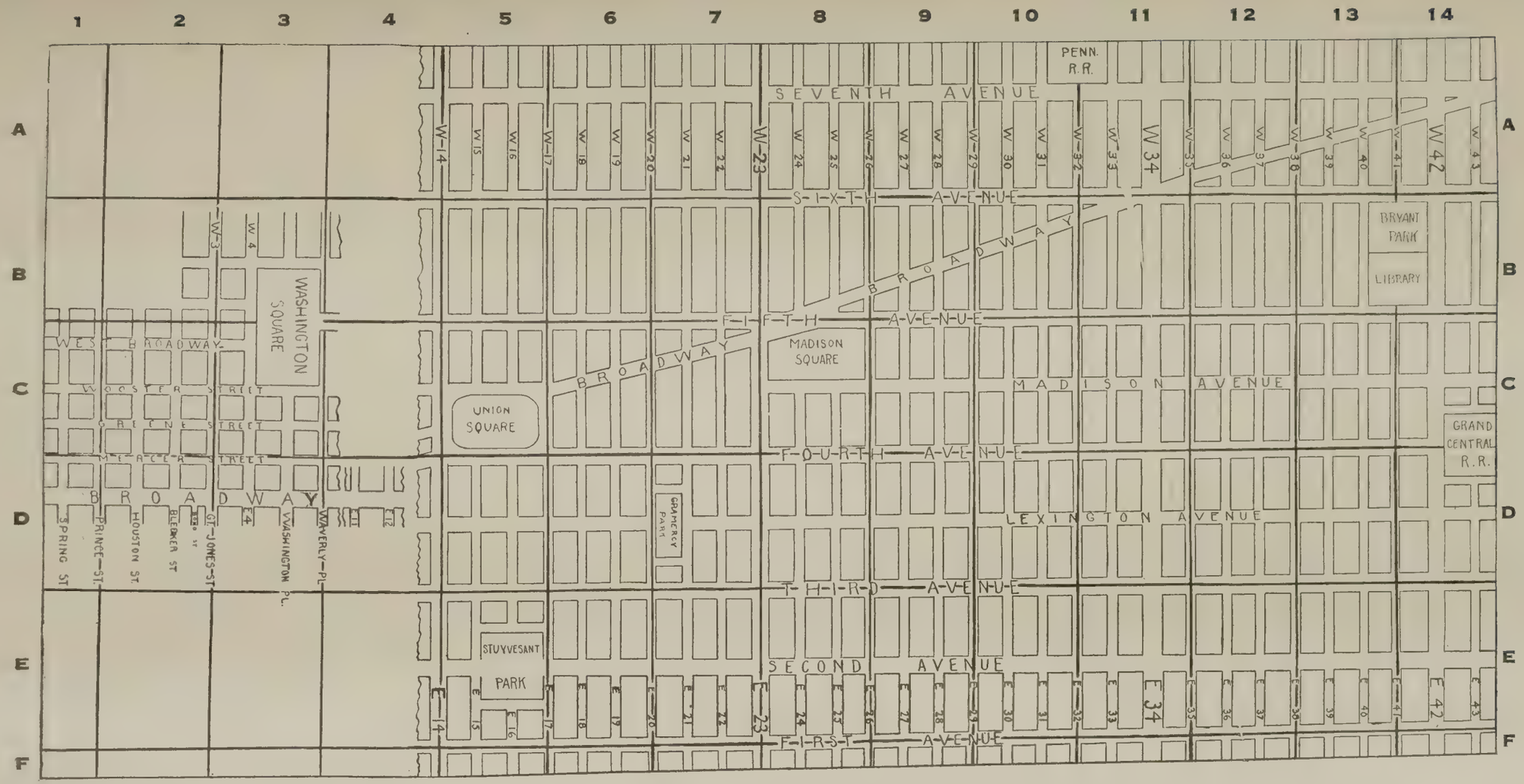
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Benedikt, H., 71-73 Murray St..... B 4
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Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
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Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar C., 40 Murray St..... C 4
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Kupper, Herman C., 52 Murray St..... C 4
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Redon, M., 25 W. B'way..... C
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Straus, L., & Sons, 42-46 Warren St..... C 4
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Bloch, L. D., & Co., 153 Fifth ave..... C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Brech, Albert J., 31 Union Square..... C-5

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Cox & Lafferty, 1140-1146 Broadway..... B 9

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Fry, H. C., Glass Co., 200 Fifth ave.....B-8
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Koscherak Bros., 129-131 Fifth Ave..... C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
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Plume & Atwood Mfg. Co., 30 E 42d C-14
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Roseville Pottery, 621 Fifth ave.....

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Waldo Co., 45 East 20th St.....D-7

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the present war not less than 100,000 persons were employed in toymaking, mostly in Saxony around Nuremberg. It was largely a home industry, and furnished work for thousands of women and children.

In 1913 the toy exports to the United States amounted to nearly $10,000,000, but since then, owing to the British blockade, the volume of trade has sunk to perhaps less than one-fourth of this sum. The neutral states, Holland, Denmark, Sweden and Norway, have bought more toys, but their increased trade has failed to make up the losses of the transatlantic business. Austria-Hungary, too, has taken more toys, and the home trade has been much better. But in spite of all this the total shrinkage in the annual turnover is estimated at between sixty and seventy per cent.

The shortage of raw materials, too, has caused the toy manufacturers enormous inconvenience, and the great rise in prices has injured their trade still more. The war caused the loss of business connections abroad which had existed for many years. Foreign customers have been looking for new sources of supply, and foreign manufacturers have been encouraged to go out after the German trade. In the United States, in England and France and Switzerland, new toy industries have been started, aided greatly by the increased prices which the German manufacturers have been forced to demand.

It is said that 1,500 kinds of German toys are now being made in England and are being sold at the same prices as the original articles. In France the trade is being pushed rapidly, and one factory alone has already made over a million dollars' worth of dolls. A French bank has been specially organized to promote the interests of the toy trade. The Japanese, too, are becoming formidable competitors, especially in the American market.

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Haviland China

is stamped



on white china



on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

TAKE STOCK OF YOURSELF.

THERE is an old proverb that says: "As a man thinketh, so is he." There are many thousands of men working today in insignificant positions in our great department stores who are capable of filling positions of influence, importance and power, but who, through various causes over which they have not assumed control, have been kept backward; and today are seemingly satisfied to remain under the domination of their fellow creatures, many of whom are not anywhere near as capable as the underlings themselves, says a writer in "Dry Goods." If you are one such, reader, ask yourself the reason. In the words of an able writer in a contemporary periodical: "You are where you are, by what you are." Take a new measure of yourself. Just as if you were going to make a new suit of clothes, in which when attired you would hardly recognize yourself. That old suit in which you have patiently gone to work day in and day out for several years maybe is now much the worse for wear and so are you, and getting worse and worse daily, although you may not know it. There must be some good reason that you do not climb higher.

You have "held down your job" faithfully for several years and your employers are well satisfied to go on paying your salary as long as you are willing to accept it, and yet you are unnoticed—nor do the people you work for seem inclined to better your prospects for you. Maybe you have to learn one lesson about American employers, which is, that the majority of them will never offer a man more money; they may be waiting, as hundreds of them do, for you to ask for it. It is an ancient saying and worthy of all acceptance, that if you ask you shall receive. It will cost you nothing to ask but a little self-assurance, self-asesrtion, confidence or "cheek" as the English put it—if these qualities are lacking in you, "buck up" and cultivate them. No victories come easy nowadays. Those who win are those who try to win; but there may be other reasons why you do not climb the ladder. Bad habits of any kind are often fatal to success. Only those who are possessed of extraordinary energy of body and mind can rise in spite of bad habits; some few do, but bad habits are a veritable handcuff to the majority of men. Thousands of men, with shame, be it said, are the victims of "dope." Thousands more of drink; either of these is sure to be fatal to a man's success. If time, or custom, or discouragement have induced you to "give yourself away" along either of these paths to the devil, stop, and stop now. Cast your ballast overboard rather than wreck your ship.

OUT OF BUSINESS.

HARTFORD, CONN., October 28.

Editor CROCKERY AND GLASS JOURNAL.

The business of the Mellen & Hewes Co. was closed out nearly a year ago. We think it will be well to make an announcement in your paper, as the writer is constantly getting catalogues, circular letters, etc., which, are, of course, of no value now, and in some cases quite an expense to the sender, as some of the catalogues are elaborate affairs. M. MELLEN.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co
The PERSIAN,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The EMPIRE,	Upper Hanley Pottery Co
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE,	Royal Worcester Porcelain Co
The Green FESTOON	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS	"
The BELGRADE China,	Doulton & Co
The ALCAZAR,	Wm. Adams & Co
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST GEORGE, Gold Encrusted,	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE	Porcelaines G D A China
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA.	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China
The GOLCONDA, Encrusted Gold,	" "
The CASSEL,	" "
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The BLUE CHINESE,	J Wedgwood & Son
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son
The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfre Meakin's W. G., Haviland White, Gold and Decorated china, and Staf fordshire, German, Japanese and French China Novelties; also the bes things from the Greenwood Pottery Co., Lenox, Onondaga China W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will b appreciated when we state the fact that we have upwards of 9,00 BINS occupied in our main store and our storehouse in South Boston

☞ **Stock Patterns" which cannot be readily matched caus more annoyance than profit.**

CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 9, 1916.

THE CONDITION OF BUSINESS.

New York

Pre-election excitement resulted in a setback for trade last week. Up to Wednesday business was good in every direction; then came a sudden slump. Saturdays do not count for much at any time these days, and on Tuesday of course there was nothing doing. The week's volume was therefore vastly diminished. This temporary lull had no effect on the spirits of either wholesale or retail merchants, however, as a big trade from now on is expected, hampered only by lack of sufficient goods.

The shortage of merchandise is being felt all over the country. Visiting buyers report the demand excellent, but they are harassed by the inability of getting supplies. Not only are the factories behind in shipments, but a shortage of cars prevents transportation. The situation was bad in this respect earlier in the year, but now it seems to be acute. It is not so much a blockade this time as it is lack of rolling stock. With prosperous conditions unprecedented in the annals of the country, and a demand for commodities exceeding anything ever known, it is deplorable that the crockery and glass factories are not reaping very much benefit. Shortage of help and operatives who will not work full time, while overhead charges are going on just the same, reduce the profits to a minimum. Manufacturers' agents who ought to be making money are seeing their orders held up and their commissions withheld. The retailers are in a little better condition, as they have wares of some kinds which they can sell. But if they were well supplied with popular items they could reap a harvest such as they have never known.

Of course the importers of German goods are suffering, and their only relief is in the marketing of such American goods as they have been able to buy and sell. The French and English importers are getting from fifty to sixty per cent of their usual supplies; but the latter, having foregone part of the advantage that might have been obtained by the rise in prices, will not show a very large increase in their gains.

The situation in the manufacturing end is improving a little, and there are hopes that within a few weeks a better output will result. What with labor troubles and shortage of raw materials, the manufacturers have had a lot to contend with, and it is more than likely that at the end of the year their balances will not be any too favorable. Under these conditions it is hard to say whether or not business can really be called good.

East Liverpool and Vicinity

New business continues to roll into the potteries in heavy volume, and manufacturers are practically swamped with orders. That many orders now on file will not be filled this year is generally admitted. Numerous buyers have visited the district in an effort to get their orders through. Prices are remaining firm. Trouble is being experienced in getting raw material on account of the car shortage, and shipments of finished products are meeting a similar fate. Some improvement is noted in production, but operations are far from being normal. The de-

mand for dinnerware is the heaviest ever experienced here.

Pittsburgh and Vicinity

Orders continue to be received by glass manufacturers in greater number than can be filled this year. The demand for all kinds of tumblers is far greater than the supply. Specialties are in excellent request, the cut lines having a particularly good movement. Blanks are urgently called for, the factories engaged in this business being crowded with orders. Assortments are moving in good volume. Lighting glassware is very active.

AT CHICAGO.

CONDITIONS here appear somewhat improved over the past couple of weeks. The demand is about the same, but shipments are better, and it seems that, after all, the stores will have a pretty good stock of everything for the holidays, with the exception of imported goods.

* *

Dana F. Richardson, with Burley & Tyrrell, has arranged a very strong display of goods on the first floor of the store designed to suit the demands of the holiday trade. The new silverware exhibit adds materially to the attractiveness of the interior.

* *

All the department stores here are having difficulty in hiring extra clerks for the holidays. The crockery and glass departments in at least three of the big stores are running short-handed.

* *

Miss Julia Mann, buyer of glassware for Marshall Field & Co., has returned from a trip to Michigan.

* *

Gregg & Meilke, formerly of the Fostoria Glass Co., who have started in the manufacturers' agency business for glass lines in the Shops Building, expect to begin receiving samples next week.

* *

George R. Spinney, representative of the Cambridge Glass Co., has returned from a trip to Boston.

* *

Edward Leichenger, newly-appointed buyer of crockery and glassware for the Rosenberg Department Store, Evanston, expects to shortly make a business trip to New York.

* *

A. L. Shepardson, Peoria, Ill., was visiting the glass warerooms last week.

* *

The matter of enforcing the sub-basement law is shortly to be brought before the City Council again. This ordinance has been persistently fought by the department store interests. It provides a heavy fine for the use of sub-basements to sell merchandise at retail to the public.

* *

Walter G. Minnemyer, factory representative, was the victim of auto thieves las week. The police, however, recovered his machine, which was found abandoned, and badly damaged.

* *

Hayden A. Marshall, of the Fostoria Glass Co., is now on an Eastern business trip, during which he will visit the factory at Moundsville, W. Va.

* *

E. A. Hinrichs, manager of the Chicago office of the Onondaga Pottery Co., Syracuse, N. Y., has returned to the local office after a few days spent at the factory.

* *

George H. Bowman, of the George H. Bowman Co., Cleveland, was in the city early this week.

* *

C. H. Colton, of the Madison Tea and Coffee Co., was buying premium goods here this week.

OBITUARY.

THE death of John A. Nelson, which occurred at his home in Brooklyn last Friday night after an illness of two weeks from pneumonia, takes a prominent figure from the cut glass industry. Mr. Nelson learned the glass-cutting business in his native Sweden, and about twenty-eight years ago came to this country, where he soon won recognition for his skill. Several years ago he became a partner of Emil F. Kupfer, but later branched out for himself, establishing a factory in Brooklyn and achieving great success. Outgrowing this plant, he removed to Catskill, N. Y., where he started on a more extensive scale. This venture, however, did not prove as fortunate as he had hoped, and about two years ago he again joined Mr. Kupfer, becoming superintendant of the latter's Brooklyn factory.

Mr. Nelson was well liked by a large acquaintance in the trade. He was forty-seven years of age, and leaves a widow and three sons.

W. F. Witherell, for the past nine years salesman for the E. M. Knowles China Co., East Liverpool, O., died suddenly at his home in Rochester, N Y., on Monday. Mr. Witherell entered the domestic pottery field fifteen years ago, coming from the import branch, and associated himself with the United States Pottery Co., Wellsville, O., where he remained two years, and when that plant was absorbed by the East Liverpool Potteries Co. he continued with the "combine." When this was dissolved he went with the Hall China Co., and when the E. M. Knowles China Co. opened its plant in Chester, W. Va., nine years ago, he joined fortunes

with that organization, remaining until the time of his death. Mr. Witherell was a member of the Masonic fraternity and also of the Western Glass and Pottery Association.

STILL EXPANDING.

AT Easton, Pa., the property, 70x50 feet, fronting on Pine street, and adjoining the present site of the Laubach department store at the rear, has just been purchased by William Laubach & Sons. The four dwelling houses now on the land will be removed in the near future and the entire site occupied by a new seven-story addition that has become necessary to properly accommodate the steadily-increasing trade of the big store. The new building will be of brick and steel frame construction, similar to the smaller seven-story addition made by Laubach's last year and which will now be joined with this later addition.

Many departments will be relieved of their present congestion when the new building is completed, and it is likely that several entirely new departments will be added as a result of this largest single expansion yet made by Laubach's, a store that has been expanding every little while for the past fifty-six years, and which will have, when these improvements are made, the greatest floor space of any store in the Lehigh Valley.

SHOW WINDOW ILLUMINATION.

IN an article on the lighting of stores, Arthur H. Ford, Professor of Electrical Engineering, University of Iowa, says in a recent issue of the "Lighting Journal": "The show window, being a powerful magnet for the drawing of trade, should be given particular attention. A man will go toward a brightly-lighted window just as surely as a moth will flutter around a candle flame; therefore the show window should be the best lighted object along the street. The mistake of using visible lamps in the window to attract the attention of persons at a distance should be avoided, and dependence placed on a pleasing system of indirect lighting to accomplish this result.

"The safest rule for the designer of a show window lighting system to follow is to arrange the lamps in such a manner that the light will shine on the goods rather than into the eyes of a person looking into the window. This necessitates locating the lamps rather high in the window and as close to the glass as possible. The lamps should be provided with reflectors which are suited to the height and depth of the window, the height of the window trimming and the mounting height of the lamps. The use of reflectors which are designed for other purposes than window lighting usually results in bad illumination. The only lamps that should be in view are such well shaped lamps of low power as may be necessary for purely decorative purposes. The intensity of the light in the window should be at least twice that on the sidewalk, in order that the window should be prominent enough to attract the attention of the passerby."

THE PERSONALITY OF THE EMPLOYEE REFLECTS THE HOUSE.

IT is the human personality of any business which influences us, and as we seldom or ever see the heads and executives we form our impressions from their assistants with whom we come in close touch. If they are courteous, if they show us consideration, if they are inclined to observe the customer's rights, the business will thereby become identified as a desirable concern with which to do business. Such employees are the best advertisement of their company. On the other hand, the very worst possible advertising the company can have comes from the employees who are discourteous and inconsiderate, says the "Decorative Furnisher." Public impressions are formed not only by the act or words of the employee, but by the manner accompanying such acts or words. That is to say, public opinion depends largely on the personality of the employee. Personality takes in everything—our clothing, our physical, mental and moral character, our smile and our frown, the money we spend, the money we throw away. None of us has a perfect personality. We fall down here and we fall down there, but just as long as we have the spirit to remedy our defects we are progressing.

A well-known merchant, in speaking about a certain salesman, once said: "Now, there is a man I could like. He is bright, he knows his business, but he leaves a bad impression every time he comes in. He is personally untidy, and his language is very uncouth, I like his firm. I want to do business with him, but some day when I am not feeling just right I may let my dislike of this salesman affect my dealings with the firm."

Very often consumers find fault with the company when in fact it is really not to blame, but the mannerisms of some employee have been such as to impress the customer very favorably. The personality that wins is the one that carries with it the conviction that the man himself is honest and that he has something to present that he understands and in which he fully believes. He must show also that the company he represents is honest. Above all, he must leave the impression that he has come to give service.

The personality of the employee is also largely determined by the fact of his being conscientious. Conscientiousness is that factor in a man's life that has the most to do with developing what is beneath the surface

—his character; and also what is seen and known of him—his reputation. And just as it determines our estimates of an individual, it determines our estimate of a business. The character and reputation of a company are formed by the characters and reputation of the individuals by whom it is represented. If its employees are conscientious its customers will know that its business is being conscientiously conducted and that they will always receive a "square deal." Conscientiousness at the head of an organization permeates every part of it.

The good will of a company is really its reputation for square dealing, and this reputation is governed largely by the manner in which the company treats not only its customers, but also its employees. Therefore it is probable that nothing can do a company more good with the public than contented employees. At the same time, nothing can create more adverse public opinion than disgruntled employees.

Every employee, no matter what his position, is a salesman. First he sells his services to his company; then he sells his company's services to the community —his efforts being directly in proportion to his contentment and satisfaction in his employment. The opinion of that community, whether favorable or hostile, and its actions toward the company, depend in large part on the manner in which these services are presented. If such advertising by employees is of the wrong kind, it is a cumulative liability. But let the personal advertising done by every employee—from president to office boy—be of the right kind, and we will have an asset of continually increasing benefit, and one that can be obtained in no other way.

NOW THE WAR KILLS GLASS FACTORIES.

IN one of the downtown streets of this city, recently, a sign in the window read: "The war killed this glass mill." Inside the store a number of salesmen were trying to palm off a lot of cheap pressed glass for genuine cut. Fake cut glass bowls, vases and other items were attractively arranged on the tables along the walls with alluring labels reading, "$1—marked down to 45 cents," or "75 cents—cut to 35 cents."

One prospective customer with an inquiring turn of mind could not understand why, if the war had killed the glass mill that had been turning out all of this line of goods, the price did not go up rather than down; so he ventured to ask the salesman where was the mill that was killed by the war.

"I don't know," frankly replied the salesman. "Better ask the boss over there," indicating a suave-looking man who stood rubbing his hands by the open doorway.

"Where was the mill that was killed by the war?" asked the citizen of the proprietor of the shop.

"I won't talk politics," said he, and walked away into the rear of the establishment.

ADDING TO THE COST OF EGGS.

AN esteemed subscriber to the CROCKERY AND GLASS JOURNAL contributes the following. "A nest egg manufacturer of foreign birth, who does not speak English any too well, in Fairmont, W. Va., ordered a car on the siding of his factory in which to pack "eggs," and some clerk in the B. & O. office sent a refrigerator car, fully iced, and which was again iced en route. Naturally the consignee did not see the advantage of paying $48 icing charges on a car of nest eggs, and the manufacturer refused to pay same, stating it was no fault of his that the railroad company thought he was sending ' strictly fresh" instead of an egg which was supposed to encourage the laying of hen fruit. So far as I know, the charge is still running a three-cornered race between the shipper, consignee and clerk."

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 21, '16	Corresponding period 1915	Exports Jan. 1 to Oct. 21, '16	Corresponding period 1915
New York ...	214	263	10492	7981
Boston	8	12	3667	3782
Philadelphia .	8	10	625	2025
Baltimore	120	66	2779	59'8
San Francisco	6	....	1134	1403
New Orleans .	....	24	157	694
Portland, Me..	....	....	249	1091
Galveston . ..	....	....	....	10
Newport News.	....	11	2	72
Portland, Ore..	....	. ..	18	141
Inland Points..	....	....	374	498
Total..	356	386	19497	23655

From David Inglis & Co.'s Circular

TO	Shipments week end'g Oct. 21, '16	Corresponding period 1915	Exports Jan. 1st to Oct. 21, '16	Corresponding period 1915
Boston .	8	12	3904	3782
New York	214	263	10537	7981
Baltimore	120	66	2958	5958
Philadelphia...	8	10	622	2033
New Orleans	....	24	165	694
Newport News.	....	11	2	72
San Francisco.	6	....	1134	1433
Portland, Me..	....	....	484	1091
Galveston. ...	....	....	....	10
Portland, Ore..	....	....	18	141
Inland Points..	....	....	117	436
Total..	356	386	19941	23631

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Never in the history of the pottery industry here has the shortage of ware been so marked as is the case this season. Some plants that have a schedule of six or more glost kilns a week have been able to secure only two or three, owing to the lack of workers. While it is admitted that there has been a slight improvement in production, yet the different plants will not reach a normal stage until early in the new year. The increased wage granted the pottery workers will become operative shortly, and it is generally believed that this will tend to increase the output.

* *

Among the buyers here of late were the following: C. W. McClure, of the McClure Syndicate, Atlanta, Ga.; Charles Levy, New York; Peter Rinkin, with The Boston Store, Chicago; Arthur G. Hollgren, with Albert Pick Co., Chicago; F. D. Bell, with John Morrison Co., Bluffton, Ind.; G. A. Stewart, with Mitchell, Woodbury Co., Boston; Lyon Dry Goods Co., Toledo, O.; William Servier, Detroit; Mr. Moody, with W. H. Martin & Co., Toronto, Canada; Fred Sellers, of M. Sellers Co., Portland, Ore.; Joseph Levy, with Lewis & Neblett, Cincinnati.

* *

The shipments of souvenir calendar plaques is now at its height, and thousands of gross are going forward. Canada has been a heavy buyer of this specialty, shipments of this line across the border having touched a new high record.

* *

Joseph Horne Co., of Pittsburgh, have been awarded the contract for the interior furnishings of the new office building of the Knowles, Taylor & Knowles Co. The structure was placed under roof this week, and is expected will be ready for occupancy January 1.

* *

T. A. McNicol, of the T. A. McNicol Pottery Co., has returned from a Western business trip.

* *

The demand for hotel ware is far in excess of normal. One large plant was offered sufficient hotel business to operate its factory on nothing else. Some manufacturers have taken such a large volume of hotel orders that their production of regular dinnerware has been decreased.

* *

The plan to operate the former plant of the Ohio China Co., East Palestine, has been given up, on account of the inability to secure coal.

* *

Thomas Carr, president of the Carr China Co., Grafton, W. Va., when here a few days ago said that little trouble has been experienced in securing help, and that the firm had been able to operate about to capacity.

* *

Fancy goods are in active demand. Salads, plaques, jugs, game, cake and fish sets are wanted, and all available supplies are being quickly bought up.

* *

Buyers of general lines of pottery have not entered any protests about being compelled to pay an additional twenty per cent, but it is reported that some of the trade engaged in the premium or scheme business are not at all pleased. A salesman calling on these traders says that his customers are a "little harder to work" since the new terms went into effect. The general trade, however, appeared to be satisfied to secure merchandise at any price.

* *

Art pottery manufacturers are experiencing a heavy demand for vases from the florists. Some of the larger ones have hit upon the idea of giving away an art pottery vase with certain amounts of flowers.

* *

Mrs. H. A. McNicol, president of the Potters' Co-Operative Co., and the only woman at the head of a pottery in the United States, spent this week in Boston as the guest of Chase & Francis, the New England representatives of the concern.

* *

Local pottery manufacturers who use coal for fuel are having all kinds of trouble in securing sufficient supplies. Mine operators say they are unable to work

shafts and slopes to capacity, on account of the lack of cars. Orders are sufficient to operate all mines six days per week full time. Pottery manufacturers say that the situation is serious—especially those who use coal for kiln firing.

* *

John B. MacDonald, sales manager for the Knowles, Taylor & Knowles Pottery Co., who has been making a trip through the Middle West territory with Joseph Davis, has returned. The latter will be out for the next six weeks, being accompanied from Denver to the Pacific Coast by President Homer J. Taylor.

* *

Edwin M. Knowles, of the E. M. Knowles China Co., accompanied by Mrs. Knowles, is enjoying a pleasure trip through the West.

Sebring, O. Trouble has broken out in the pottery trade here. The dippers and dippers' helpers in the five potteries went on strike Tuesday for higher wages. President Edward Menge, of the National Brotherhood of Operative Potters, came on immediately to endeavor to adjust the differences.

HOW TO ADVERTISE.

GOOD advertising does two things. It sells merchandise and it creates reputation. And of these reputation frequently is the greater in value, for reputation itself sells goods just as effectively and as certainly as does advertising.

But what kind of advertising is good advertising?

Some books are dry and uninteresting. Others are passably fair, but can only be read with a certain amount of effort. Others again hold the attention so strongly that they are not put down until read from cover to cover. And in advertising—which is one kind of reading matter—the same conditions hold true. Some advertising is passed over without a second glance; some is read when there is nothing else to read; and some is carefully examined from beginning to end.

The first two types of advertising we need not discuss. They are far too common in number. And, besides, it is not what not to do that interests most of us, but rather what to do.

Good advertising is, in a word, good "reading matter," says the "Decorative Furnisher," and the same rules which govern the latter take care of the former, too. A story simply told, full of atmosphere and style, never wants a reading audience—and an advertisement that contains such a story will always bring results.

A good advertisement is not involved nor too polished in diction. It is not forced nor labored in style. Short sentences are best. Illustrations give life and add interest. And white space makes an advertisement look clean and appealing.

A good advertisement always possesses some human appeal. It describes merchandise in an interesting way and is more than a catalogue of facts and figures. In fact, the "catalogue" style of advertising copy is decidedly dry and uninteresting. The facts must be dressed with imagination. They must not be exaggerated, however. They must be used to give picturesqueness and piquancy to the goods they describe.

Some advertisers rely upon price to bring them results. Other advertisers never mention price. Both are successful in their own way; but the man who omits prices from his copy creates a high type of atmosphere around his store which in the long run is more valuable that the reputation gained by the "low price" man. There are some things that people will always buy if they are low enough in price. But everyone has a certain amount of emotion in his make-up which will lead him to enthuse over all varieties of merchandise if the merchandise is described and depicted to him in the right way.

Here is a thought which an advertiser may well remember: Advertising copy is your agent—and the nicer, the neater, and the more interesting you can make it appear, the more it will do for you—the more it will represent you, and increase your prestige. If you want business, advertise; if you want business and do not care exactly what kind you get, advertise haphazardly; if you want good business and a good reputation, use good advertising.

BUSINESS BRIEFS.

Judge Hand has confirmed a composition of Ribak & Goldberg, trading as the R. & G. Lighting Fixture Co., 168 Centre street, this city, at 25 per cent.

The Barts Toy Crafters has been incorporated by W. E. Bartholomew with a capital of $500,000 to manufacture educational and mechanical toys at Newburgh, N. Y.

The Doerr Glass Co. has been incorporated to manufacture and deal in glass at Vineland, N. J. with a capital of $50,000. Incorporators: Herman R., Albert J. and Francis Doerr.

The Robert Beveling Co. has been incorporated to deal in glassware with a capital of $10,000. The incorporators are F. Skelton, M. U. and D. M. Roberts. They will operate at 436 Convent avenue, this city.

The Sunshine Cut Glass Co., Cleveland, O., removed November 1 to 103 St. Clair avenue, that city,

where they will have considerably increased capacity for manufacturing, as well as for their offices and salesrooms. In addition to their own cut glass line they will have on display the John E. Rohrbeck line of plateaux, and the lines of the McKee Glass Co. and Carrollton Pottery Co.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 7, 1916.

BORDEAUX

169	packages	chinaware	Haviland & Co
4	"	"	Mitchell, Woodbury Co
15	"	"	J H Venon
52	"	"	Wm Guerin & Co
5	"	"	Burley & Tyrrell Co
142	"	"	Theodore Haviland & Co
9	"	"	Alpers & Mott
1	"	"	Herman C Kupper
60	"	"	A G Moment
27	"	"	L Bernardaud & Co
10	"	"	L E Bohm
10	"	"	Justin Tharaud
43	"	"	Haviland & Abbot Co
21	"	"	Vogt & Dose
1	"	earthenware	H Creange

BRISTOL

200	packages	china clay	Hammill & Gillespie

ROTTERDAM

28	packages	chinaware	Geo Borgfeldt & Co
26	"	"	B & O R R Co
12	"	"	E Torlotting
1	"	glassware	Graham & Zenger
207	"	"	S Bache & Co
2,900	"	"	American Express Co
15	"	"	G Cramer Dry Plate Co
1	"	toys	Kronfeld Saunders & Co

LIVERPOOL

2	packages	glassware	Davis Collamore & Co
10	"	"	T W Morris & Co
5	"	"	Lazarus & Rosenfeld
2	"	"	W H Plummer & Co
1	"	"	H Koopman & Co
10	"	"	G W Sheldon & Co
42	"	chinaware	Meakin & Ridgway
18	"	"	Vogt & Dose
4	"	"	Alpus & Mott
2	"	"	Tiffany & Co
5	"	"	Rowland & Marsellus Co
20	"	"	E Boote
5	"	"	T S Todd & Co
25	"	"	J Davison
4	"	"	Bane, Hill & Ward
36	"	earthenware	W S Pitcairn
32	"	"	Maddock & Miller
20	"	"	G F Bassett & Co
4	"	"	E Boote
8	"	"	Fondeville & Van Iderstine
2	"	"	L Straus & Sons
16	"	"	H C Edmiston
4	"	"	Davis. Collamore & Co
1	"	"	J M Shaw & Co
5	"	"	G Collamore & Co
16	"	"	L A Consmiller
5	"	toys	Geo Borgfeldt & Co

ILOILO

50	packages	chinaware	L Straus & Sons
1,586	"	"	Morimura Bros
32	"	"	B Megio & Co
346	"	"	Tajimi & Co
300	"	"	Mogi, Momonoi & Co
53	"	"	C B Rouss
56	"	"	K Twai
405	"	"	A L Tuska & Son
130	"	"	Butler Bros
313	"	"	Takito, Ogawa & Co
2	"	"	S Ishikawa & Co
91	"	"	L Wolf & Co
221	"	toys	Geo Borgfeldt & Co
11	"	"	Steinhard Bros
95	"	"	Schulz & Rukgaber
44	"	"	B Illfelder & Co
42	"	"	G Frankel & Co
81	"	"	M D Levy & Co
15	"	"	S Lisk & Bros
291	"	"	Morimura Bros
45	"	"	C W Sellers
91	"	"	A L Tuska & Son
1	"	"	G W Travers & Co
85	"	"	Scheuer & Co
16	"	"	Tajimi Co
6	"	"	International Banking Corporation
6	"	"	L Wolf & Co
101	"	"	A A Vantine & Co
92	"	"	Eqnitable Trust Co
7	"	"	M Field & Co
1	"	"	T Nakamura
31	"	"	Butler Bros
203	"		Miscellaneous Orders
37	"	earthenware	Jardine, Matheson & Cc
10	"	"	Bane, Hill & Ward

COPENHAGEN

16	packages	chinaware	Royal Copenhagen Porcelain Co
14	"	"	G W Sheldon & Co
6	"	"	Overton & Co
64	"	glassware	J H Venon

HAVRE

42	packages	toys	Geo Borgfeldt & Co
32	"	"	F W Woolworth & Co
7	"	"	Grey & Grey

LONDON

7	packages	glassware	Miscellaneous Orders

GENOA

10	packages	glassware	Koscherak Bros
74	"	"	M Field & Co
9	"	"	Bloomingdale Bros
3	"	"	A H Veith
41	"	"	American Bead Co
3	"	"	American Express Co
14	"	earthenware	Southern Pacific Co
16	"	"	G Gommi

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

58	packages	earthenware	Jones, McDuffee & Stratton Co
85	"	"	Mitchell, Woodbury Co
8	"	"	W H Mansfield Co
1	"	"	Rowland & Marsellus Co
18	"	"	Stone & Downer Co
65	"	"	American Express Co

LONDON

3	packages	earthenware	Curtis Tested Seeds, Inc
2	"	"	D Thorpe

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2.00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 9, 1916.

THE SALESMAN AS ADVISOR.

IN the pursuance of his vocation the traveling salesman is in a position to render valuable service to the firm that employs him, aside from selling its goods. Coming into direct contact with customers, he can, for instance, ascertain their commercial standing from a different point of view than that held by the credit man. But he seldom bothers with that part of the transaction. His business is to sell as many goods as he can, send the order in, and let the office determine whether the shipment shall be made or not.

There are many retail concerns that are always on the edge of financial trouble, and the observing salesman can often tell that matters are not just right by the very atmosphere of the store. He may learn that the proprietor is spending a lot of time away from business, or that his family is extravagant in the matter of dress or entertainment. Perhaps he is running a high-powered automobile and spending money at road houses which should go to pay merchandise bills. A visit to his grocer and butcher may result in learning that he is not paying his household bills promptly and that he is behind on his rent or taxes. These things do not reach the credit man at the home office.

The salaried salesman rarely thinks it worth while to inquire into the financial status of customers, and the commission man does not care a rap. All he thinks about is to get as big an order as possible. Sometimes a man about to fail is only too pleased to find a commission man who will book an order much in excess of normal.

The traveler who is wide awake can advise his house whether or not it is extending credits wisely. The credit man, instead of fighting the traveler on such points when he reports, should listen and start a quiet investigation on his own hook.

PERSONAL.

AFTER an absence of a little more than ten months, E. Grant Garnsey, who has charge of not only the china and glass departments at Marshall Field & Co.'s, Chicago, but all that goes towards furnishing the home, arrived in New York on Saturday on the Finland. He visited Japan, China, India, Italy, France and England, and bought a lot of goods. He left for Chicago Saturday night.

Geo. H. Guest, housefurnishings buyer for Jordan-Marsh Co., Boston, spent Friday and Saturday in New York placing orders and endeavoring to hurry shipments of goods already ordered for his holiday trade.

J. M. Takito, of Takito, Ogawa & Co., who has been in Japan for several months visiting the concern's factories, arrived in New York last Saturday very enthusiastic over the business being booked for their goods. The factories are turning out many things that before the European war were unknown to them.

Adelbert S. Baker, buyer for Gimbel Bros.' Philadelphia store, was in town on Friday placing orders. His job evidently agrees with him, for he never looked better.

Wm. Mulvaney, with Cassidy & Co., Montreal, was visiting New York the latter part of last week.

H. W. Blake, secretary and treasurer of the Trenle China Co., East Liverpool, was in town last week for a few days.

Theo. Frankel has been appointed New York agent for the lamp chimneys of the Enterprise Glass Co., Baltimore.

Walter T. McDonald, head of the cut glass and silverware departments of the McDonald Bros. Co., Minneapolis, was a welcome visitor in the city last week. Mr. McDonald is one of the most promising of the younger generation of buyers and a favorite wherever he goes. He said his concern had enjoyed one of the

biggest years of its career, and he was confident of a continuance of the thriving condition of affairs for a long time to come.

Victor G. Wicke, head of the Imperial Glass Co., Bellaire, O., left for home on Sunday after spending a week in New York.

A. H. Ledden's face has been constantly wreathed in smiles since the arrival last week at the Ledden home in Trenton, N. J., of a bouncing boy.

J. Val Bergen, salesmanager for the J. D. Bergen Co., returned to the New York office on Wednesday morning after a month at the factory, Meriden, Conn., superintending shipments of the immense amount of business on file.

Geo. H. Simmons, of the traveling staff representing the Oriental Sales Division of the Dohrmann Commercial Co., accompanied by Manager C. B. Joseph, left on Monday to spend the week exhibiting the concern's line of Japanese goods at the Parker House, Boston. Mr. Joseph will return to headquarters in New York for a few days, and then, together with H. E. Hoertkorn, head of the firm's designing department, will join Mr. Simmons in Cleveland on Friday, after which they will return to New York preparatory to departing for San Francisco. Shortly after reaching there Mr. Hoertkorn will leave for Japan to put in execution the new ideas gathered from his conferences with the many buyers he has interviewed.

A. P. McPherson, formerly with the Knowles, Taylor & Knowles Co., and later with Taylor, Smith & Taylor, East Liverpool, is now with the Carrollton Pottery Co.

Walter Briggs, with Sibley, Lindsay & Curr Co., Rochester, was in town last Friday. He says there is only one fault to find with business—can't get goods enough.

Alfred B. Evans, with Meakin & Ridgway, is suffering with carbuncles on the back of his neck. He had to give up his trip when he reached Detroit about three weeks ago, and has been confined in his room ever since he returned home. The latest reports this week are to the effect that he is slowly mending.

Frank R. Martin, of Detroit, came to town Monday morning to pick up holiday goods.

The versatile Louis Reizenstein was in town this week booming a new brand of stogies. One of his townsmen has put out a stogie about the size of a lead pencil which sells for $1.35 a hundred. Lou has cracked up the brand so that about every acquaintance in New York has ordered from a hundred to a thousand "rat-tails." And Lou gets no commission !

H. H. Devine, Manchester, Vt., spent Wednesday in town placing orders. He reports that his section of the country is no exception to the rule of "fine business."

Ernest D. Wetton, of C. Dorflinger & Sons' sales force, returned on Monday after several weeks' absence in the West, where he found no abatement of activity among the dealers.

Donald M. Miller arrived home last Thursday well pleased with the business registered for the Maddock & Miller lines through the South. This was Don's initial trip, and he has made a host of friends who will be glad to welcome him as often as he puts in an appearance in that territory.

Fernand Desmaison, of the sales staff connected with L. Bernardaud & Co., will leave on Sunday to spend a week calling on the trade in Montreal and Toronto.

LOOKED WELL AND MARCHED WELL.

MEMBERS of the crockery, glass and allied trades turned out to the number of 140 in the Republican torchlight parade last Saturday night, and as nsual made a fine appearance. Their regalia was distinctive, they had plenty of red fire, and they marched like veterans. Starting promptly at 8:15 from Twenty-first street and Lexington avenue, they circled Madison Square, marched up to Fifty-seventh street, and disbanded at about ten o'clock.

THE GLASS TRADE OF FRANCE.

THE table and ornamental branches of the French glass industry are naturally seriously affected by war conditions, says a recent consular report. As many of the principal factories manufacturing table and ornamental glass are in or near the war zone, the trade is greatly hampered. Skilled labor is scarce, and much difficulty is experienced in getting fuel for the furnaces and in obtaining raw materials, especially potash. Manufacturers are also greatly handicapped by the dearth of materials for packing, especially barrels and crates, and by the difficulty of obtaining railway transportation for their bulky and fragile merchandise.

There is a great shortage of articles made of common glass, especially cheap tumblers, carafes, and bottles of all kinds. In normal times there are about 325,000,000 bottles produced annually in France, the average consumption ranging from 300,000,000 to 310,000,000, leaving from 10,000,000 to 15,000,000 for export. Under present conditions it is estimated that the output of bottles is only about 90,000,000, and although the consumption for bottling mineral waters, wines, brandies, etc., has fallen off about fifty per cent, there is a great deficiency between the supply and demand. The exports of glass, crystal ware, and mirror glass from France in 1915 were valued at $3,542,300 as compared with $6,538,000 in 1914. The imports during the same periods were $1,648,000 and $3,437,000 respectively.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings. l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

P L Beck, c, t, Baltimore (Md) Bargain House. 354 Fourth ave.

C G Robinson, c, g, Jordan-Marsh Co, Boston. 432 Fourth ave.

R S Cotner, t, Phelps, Dodge & Co, Douglas, Ariz. 99 John.

S J Watt, hf, Woodward & Lothrop, Washington, D C. 334 Fourth ave.

G B Brooks, hf, c, S F Iszard Co, Elmira, N Y. 334 Fourth ave.

G H Guest, hf, Jordan-Marsh Co, Boston. 432 Fourth ave.

J W Boston, hf, Famous & Barr Co, St Louis. 37 West 26th.

J W Morehouse, hf, c, May Co, Cleveland. 37 West 26th.

H P Houston, g, Robert Simpson, Toronto, Can. 47 West 24th.

J MacFarquhar, t, S Kann Sons & Co, Washington. 215 Fourth ave.

W E Mitchell, hf, Dorsin Co, Syracuse. 225 Fourth ave.

M Dean, t, R H White Co, Boston. 470 Fourth ave.

RECENT CUSTOMS DECISIONS.

IMPORTED glass stemware classified at 60 per cent ad valorem under paragraph 98, tariff act of 1909, and at 45 per cent under paragraph 84, tariff act of 1913, was claimed dutiable by the Jones, McDuffee & Stratton Co., of Boston, as manufactures of glass. The Board of United States General Appraisers, in an opinion just rendered by General Appraiser Sullivan, sustains the protest.

* *

Fensterer & Ruhe were partly sustained in claims affecting drinking glasses composed of blown and molded glass, the former chief value, and of casseroles, plates and dishes composed of earthenware, colored and enameled. Duty at 45 per cent was taken on the glasses under the blown glassware provision, while the earthenware articles were taxed 40 per cent as colored and enameled earthenware. The Board sustained the claim for 30 per cent on the glasses as manufactures of glass, but declined to lower the tax on the earthenware, it being held as to the latter that no proof was submitted.

THE CUTTERS AT HONESDALE, PA.

THE Linke colored glass decorating concern is actively engaged executing orders for holiday trade. Although handicapped by inability to obtain as many blanks as desired, the output this year far exceeds that of any previous season.

* *

John List is one of Honesdale's young men who is making good in the cut glass world. His etched designs are original and attractive.

*

The McKanna Cut Glass Co. has a large number of frames in operation turning out new samples for 1917.

* *

The Hawley Glass Blowing Co. resumed work in factory No. 1 on Saturday, November 4, after being closed down since July 28. The four shops are divided into day and night shifts.

*

Negotiations are being conducted by Charles Shields, who owns a glass cutting shop in Hawley, and William Everding, who contemplates entering into partnership with him, for a new establishment at Milford, Pa.

* *

Frederick C. White, president of the Hawley Glass Blowing Co., was bereaved of his wife last week.

NEWS TO HER.

A TRAVELING man one night found himself obliged to remain in a small town on account of a washout on the railroad, caused by the heavy rain, which was still coming down in torrents. The traveling man turned to the waitress with:

"This certainly looks like the flood."

"The what?"

"The flood. You've read about the flood, and the ark landing on Mount Ararat, surely."

"Gee! Mister," she returned, "I ain't seen a paper for three days!"

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Not in years has the demand for blanks been as heavy as is the case this season. Although a number of new cutting shops have been started, the older ones have been just as active in ordering throughout the year. Although in some sections buyers have wanted the novelty pieces, the general demand for sugars, creams, trays, comports, etc., has shown a decided increase. The upward tendency of prices has had no deterrent effect. The blank manufacturers have put forth every effort to increase their lines, and some very clever shapes and novelties have been added of late.

The following changes among buyers are announced: John West, china and glass buyer for the Powers Mercantile Co., Minneapolis, is said to have resigned, and Joseph Irwin, buyer for Emery, Bird, Thayer Co., Kansas City, Mo., has been succeeded by Thomas Gill.

Albert Sharp, of Buffalo, N. Y., representing the Fostoria Glass Co. in New York State and also owner of the Cataract Cut Glass Co., of Buffalo, spent a few days in the district lately.

Walter Jones, who has been covering the Northwest for the United States Glass Co., has returned to the home office, and will remain here for the balance of the season.

Louis Fritz, glass buyer for Butler Bros., has been very active since coming into this territory, rushing through back orders and looking into the future situation.

Wolf Kossorsky, a well-known glass buyer from New York city, spent several days in the district recently

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Guided by experience, glass manufacturers do not propose to be caught short of fuel gas this winter and have arranged for the erection of gas-producer plants. It is generally believed that a shortage of natural gas will exist this winter. Last year the situation was anything but agreeable, the production of glass falling off early on this account.

The United States Glass Co. has just issued a new catalogue, fully illustrated, show the new bar, table and floral cut items made at factory "K".

There is talk of establishing a glass factory at Norfolk, Va., for the production of special items exclusively.

Fixture houses are heavy buyers of lighting glassware just now. One assembling concern has closed a contract for enough to fit up 200 seven-room residences now under construction near here. On account of the rush of business, one concern is refusing all orders for lighting glass where current year delivery is demanded.

Charles Ellis, who represents the George H. Bowman Co., Cleveland, in this district, has arranged to show the glass lines of the concern at the Ft. Pitt Hotel in January.

Dozens of buyers from nearby towns were here last week to attend the Pittsburgh Charter Centennial exercises and to place orders. The local import offices were busy during the entire week, while the representatives of the different glass manufacturers reported a good trade.

A report is current that a new glass and pottery manufacturers' agency is to be established in this district within the next few months which will rank with the largest in the country.

Complaint is made by a number of glass manufacturers of inability to secure a sufficient supply of corrugated shipping cartons. The mills manufacturing them are crowded with business, and prices are steadily increasing.

Press dispatches from Wheeling, in discussion of a prospective gas shortage, indicated that certain glass factories had been shut down, and in this connection the Imperial factory at Bellaire, O., was mentioned.

It has since been ascertained that the shut-down was of about four hours' duration, and that it was attributable to a broken gas main instead of a shortage in the supply. Washington, Pa., factories were temporarily idle for the same reason.

THE PITTSBURGH EXPOSITION.

BELOW will be found the complete list to date of hotel reservations for the Glass and Pottery Exposition which will open in Pittsburgh, Pa., Monday, January 1. Tentative reservations for at least thirty more firms have been made.

FORT PITT HOTEL.

A H Heisey & Co.....Cassel, C G
Penn Cut Glass Co.....Benford, M S
Lazarus & Rosenfeld.....Brownley, Geo W
Cut Glass Products Co.....Classen, F J
Jones, McDuffee & Stratton Co.....Gordon, J P
Tarentum Glass Co.....Jonas, R C
Indiana Glass Co.....Kelly, H L
Carrollton Pottery Co.....
Potters' Co-Operative Co.....McNicol, Lester / Owen, William J
George H Bowman Co.....Ellis, Charles
E P Kupfer Cut Glass Co.....
Hocking Glass Co, Lancaster, Pa..Collins, I J / Von Stein, C F
Diamond Glass Co, Indiana, Pa..Thomas, H W / Garrett, G G
Lancaster (Pa) Glass Co.....Martin, L P
Mayer China Co, Beaver Falls, Pa...Mayer, A E
H Northwood & Co, Wheeling, W Va.Northwood, C
Taylor, Smith & Taylor, Chester, W Va.....Taylor, C E
Paden City (W Va) Glass Co.....Fisher, David
Steubenville (O) Pottery Co.....Wintringer, H D / Neal W R
Brush-McCoy Pottery Co, Zanesville, O.....Vaughn, F H
Duncan & Miller Glass Co, Washington, Pa.....Rent, J R / Graeser, A A
Economy Tumbler Co, Morgantown, W Va.....Hunter, W E / Kenney, S P
S Herbert Glass Co, New York.....Hamblin, E E
McKee Glass Co, Jeannette, Pa.....Branum, F G
Crooksville (O) Pottery Co.....Conner, H K
West End Pottery Co, E Liverpool...Curry, J P
Phoenix Glass Co, Monaca, Pa.....Whitney, H B
D C Jenkins Glass Co, Kokomo, Ind.Jenkins, H C
Bryce Bros Co, Mt Pleasant, Pa...Bryce, G S / Duval, W H
Co-operative Flint Glass Co, Beaver Falls, Pa.....Reaper, W A
Sunshine Cut Glass Co, Cleveland, O.Reddrop, C F
National China Co, Salineville, O....Wilgus, E E
Fenton Art Glass Co, Williamstown, W Va.....Fenton, R C
Vodrey Pottery Co, E Liverpool.....Copperstone, T A
S A Weller Pottery Co, Zanesville, O Woodworth, G H
Jno B Higbee Glass Co, Bridgeville, Pa.....Clarke, Ira M
E M Knowles China Co.....
Charles P Schuller Glass & Lamp Co.Schuller, C P
D E McNicol Pottery Co, West Virginia.....Patterson, J W
Cambridge Glass Co.....McCartney, W C / Gaston, W L
Beaver Valley Glass Co.....Fraser, Alex
United Cut Glass Co.....Newirth, Samuel
Camden City Cut Glass Co.....Bortz, H M
Empire Lamp Mfg Co.....Levinson, J
L E Smith Glass Co.....Hall, Swaney
Hall China Co, East Liverpool.....Simmers, Frank I
Haeger Potteries Co, Dundee, Ill..Sabin, E E
H C Fry Glass Co, Rochester, Pa...Israel, Charles
Warwick China Co, Wheeling.....Browne, W C
Steinfeld Bros, New York.....Jones, Milton
Central Cut Glass Co, Chicago.....
Fostoria Glass Co, Moundsville, W Va.....
Republic Specialty Co, New York..Dunn, W H
Westmoreland Glass Co, Grapeville, Pa.....West, George / Reineck, R B
Ohio Pottery Co.....
Star Glass Co, Star City, W Va.....Patterson, J W
Rochester (Pa) Cut Glass Co.....Johnson, R E
American Import Co, San Francisco.
M Kayser Art Co, Milwaukee.....Kayser Mrs M
Demer Bros Cut Glass Co, Halstead, Pa.....Demer, F
Oxford Pottery Co, Cambridge, O...Flannigan, J E
Quaker City Cut Glass Co, Philadelphia.....Lemcke, A F

COLONIAL-ANNEX.

A L Tuska Co.....Thomas, Harry

HOTEL ANDERSON.

Roseville Pottery Co.....Feldner, Ben

POINTERS FOR BUYERS.

DESIRABLE HOLIDAY GOODS.

E. Torlotting has a stock of Gouda art pottery ready for immediate delivery, consisting of candlesticks, nappies, bowls, baskets, vases, etc., admirably adapted for holiday gifts or for birthday or wedding presents. They are made in Holland, and are very distinctive. They sell readily, and it will be well to order quickly so as to take advantage of the approaching festive season.

FLOWER BOWLS AND THEIR ADJUNCTS.

The display from the Brush-McCoy Pottery Co. at the salesroom of Cox & Lafferty never fails to interest the live buyer. Flower centers and perforated flower blocks, with birds and butterflies for decorating them, are among the latest additions to the line. The solid colors are yellow, green and blue in a soft matt finish, as well as a rich cream ground with band decorations of green and black. A variety of sizes are made, and the shapes are decidedly pleasing.

CEREAL SETS IN DOMESTIC EARTHENWARE.

The first cereal sets made by a domestic factory on exhibition at the salesroom of the E. W. Hammond Co. are deserving all the attention they receive. They reflect great credit upon the manufacturers who have taken the initiative in producing items formerly made exclusively by foreign factories, for they stand every

test of comparison as to quality, shape, decoration and finish. Among the decorations are a Grecian border in either gold or blue, a Dutch windmill scene, and a bluebird design. The Hammond Co. are booking orders for next year's delivery; and judging from the volume of business already done the factory turning them out will be taxed to its utmost capacity.

NEW DECORATIVE FIGURES.

An addition to the display from the S. A. Weller pottery at the salesroom of C. H. Taylor, comprising an assortment of figures and flower blocks to use in conjunction with bowls and for other ornamental purposes, is attracting attention on account of its exclusiveness and the beautiful execution and finish of the various items. These figures come as a refreshing change from the birds, butterflies, etc., that have been in use for some time past, and are destined to awake a new interest in flower bowls and decorations. They are very artistic, and so well molded that they have the appearance of being carved. There are bathing boys and girls, also groups with swans. Several clever new styles and colors in flower bowls are shown, among them being one in a very rich shade called the "Peach Blow."

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

WANTED, SELLING AGENT.—We desire to make connections with a strictly high-class salesman for Pacific Coast States. Our line consists of lead blown tumblers, stemware, jugs, vases, etc., making one of the most complete, high-grade lines of fancy glassware produced in America. Old-established factory with reputation for service and quality. Applicants must give full particulars as to age, experience, past and present connections, references, etc., in first communication. Address MANUFACTURER, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

FOR SALE OR LEASE.

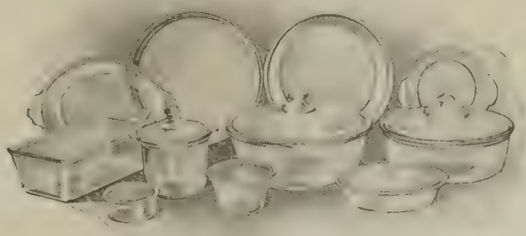
GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

TO LET.

TO CUT GLASS OR LAMP MANUFACTURER.—A separate display room, 210 square feet, with fixtures, in salesrooms of silverware manufacturer. Unusual lighting facilities. Exceptional opportunity for fine display in very best location uptown. Address A 104, this office.

BUSINESS OPPORTUNITIES

PROPOSITIONS WANTED.—Active outside salesman open to propositions from manufacturers of lamps, bar and lighting glassware wanting New York representation. Address A 103, this office.



Making sales for you

Our national advertising goes direct to *your customers*—and to people who *ought to be your customers.* Thousands of homes, hundreds of hotels, clubs, restaurants, caterers, and hospitals are now using Pyrex, and new sales are in the making every day. Sales right in your locality—business that you can get!

PYREX Transparent OVEN-WARE

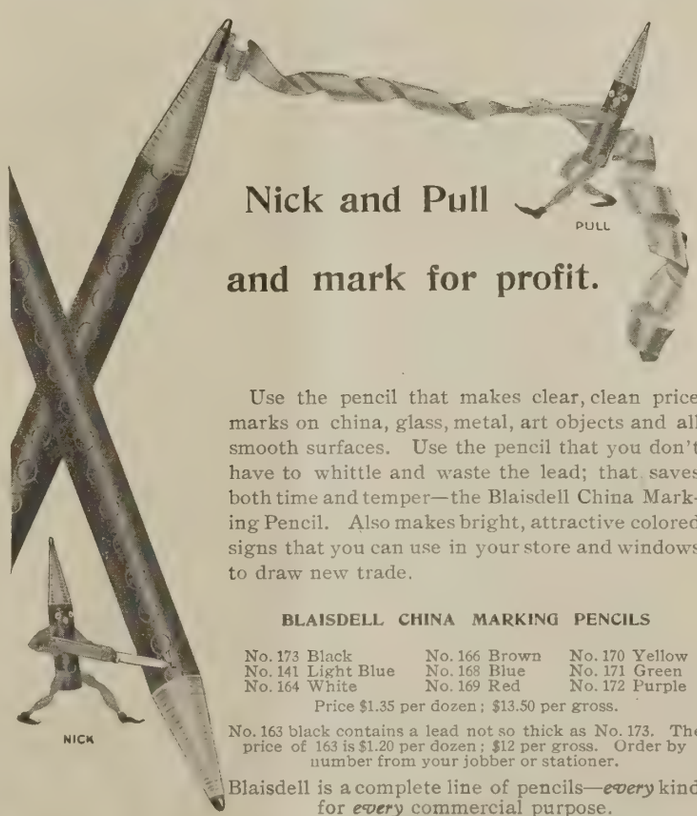
TRADE MARK REG. Has the name on every piece

Our fall advertising campaign is in full swing in September, October, November and December magazines. See September, October, December Good Housekeeping; the Saturday Evening Post; October, November, December Ladies' Home Journal, National Geographic, Vogue, Harper's Bazar, American Cookery, Journal of Home Economics, Modern Hospital, Caterer and many others.

Pyrex Sales Division

CORNING GLASS WORKS, 104 Tioga Ave.

CORNING, N. Y., U. S. A. Established 1868



Nick and Pull and mark for profit.

Use the pencil that makes clear, clean price marks on china, glass, metal, art objects and all smooth surfaces. Use the pencil that you don't have to whittle and waste the lead; that saves both time and temper—the Blaisdell China Marking Pencil. Also makes bright, attractive colored signs that you can use in your store and windows to draw new trade.

BLAISDELL CHINA MARKING PENCILS

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross. Order by number from your jobber or stationer.

Blaisdell is a complete line of pencils—*every* kind for *every* commercial purpose.

Blaisdell Paper Pencil Company

PHILADELPHIA

POTTERY-MAKING IN THE SCHOOLS.

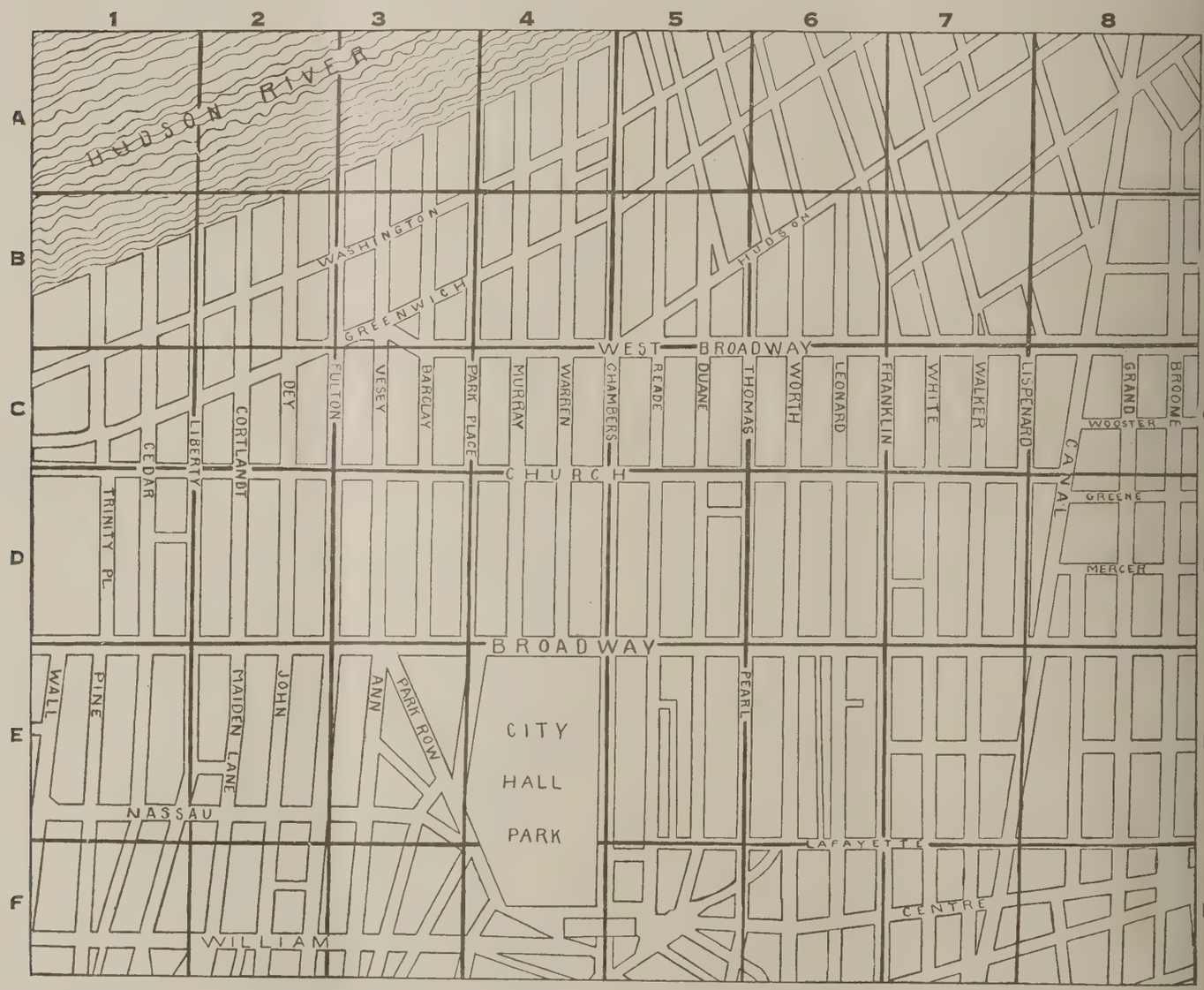
C. E. JACKSON, president and general manager of the Warwick China Co., Wheeling, W. Va., has proposed to the Board of Education of that place that the manual training department of the public schools be extended so as to include pottery-making. Mr. Jackson thoroughly believes in the work of the manual training department, but holds that the subjects taught should correlate more closely with local industries. In this way, boys might be learning useful trades while still in school. He has conferred with several members of the Board and the principal of the high school, and has received much encouragement. It is likely the matter will be acted upon at an early meeting of the Board.

"I believe that if the industrial supremacy of America, and especially of this section, is to be maintained, we must turn out a large number of skilled workmen and offer a greater opportunity to boys to learn useful and difficult trades," says Mr. Jackson. "I believe that the manual training department of our schools is an important step in this direction, and will give the aspiring youth an opportunity to acquire a thorough training in the trade of his choice.

"Skilled workmen are the greatest asset in our in-

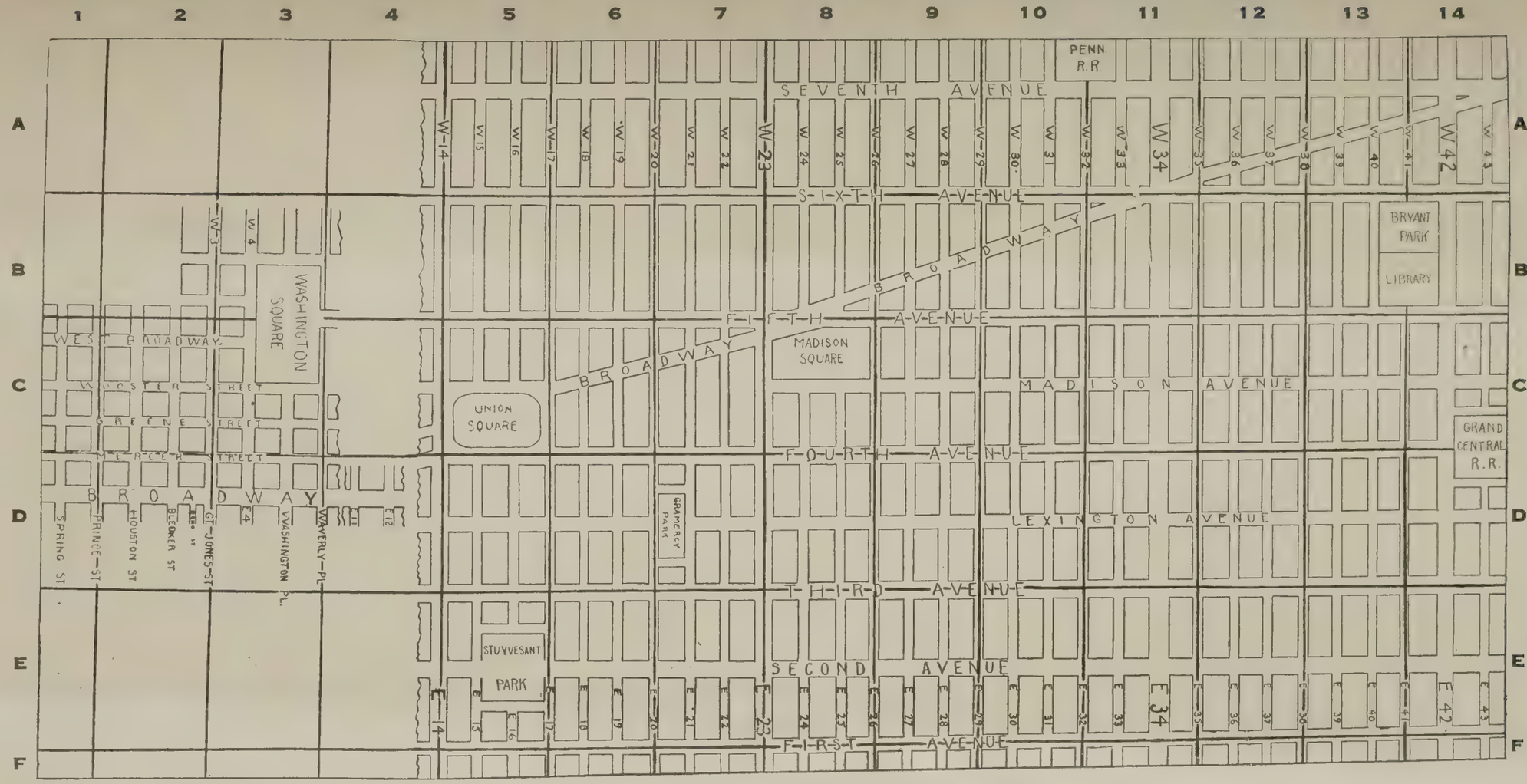
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Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 52 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar C., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
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Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
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Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

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Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
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Cox & Lafferty, 1140-1146 Broadway.....B 9

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Dohrmann Commercial Co., 85 Fifth ave..C-6

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
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Gillinder & Sons, 19 Madison ave.....C-8
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Gredelue, A., 129-131 Fifth ave.....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

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Koscherak Bros., 129-131 Fifth Ave.....C 6

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Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co., 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave.....C 6

United States Glass Co., 24th St. & B'way. B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

Continued from page 22.

dustrial development. All industries need more skilled labor, and I know that in the pottery business there is a great opportunity for men who are proficient."

POTTERY PRICES IN GERMANY.

THE Reichsverband Deutscher Spezialgeschaefte in Porzellanglas, Haus-und Kuechen Geraeten (German Union of Special Businesses in Porcelain, Glass, Domestic and Kitchen Utensils) of Wilmersdorf, Berlin, recently held a meeting at Leipzig to appoint a price commission and to arrange for coming to a final definite understanding between dealers and manufacturers in the porcelain branch. A very long discussion was held dealing with all the questions at issue, and special weight was laid upon the fact that it was necessary to combine all the various isolated groups and interests into one large union. Whether the present union should also protect the interests of the retailers, excluding the Warehouse and Discount Coupon Unions, or whether it should also include them, could not be decided, and the question was postponed to a subsequent meeting.

The Vereinigten Steingutfabriken G. m. b. H. (United Crockery Factories, Ltd.), which comprises a large portion of the German crockeryware factories, held a meeting of the shareholders, at which it was decided to increase the recent advance in prices by a further ten per cent. In a circular addressed to their customers it is stated, inter alia, that there is now a demand which can hardly be coped with for cheap staple articles which (even in times of peace) do not yield much profit. An extraordinary wild speculation had set in as regards the prices of the necessary raw materials, and through these the factories have been experiencing heavy losses. Hence the present rise in prices was fully justified.

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— AND —

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CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 16, 1916.

THE CONDITION OF BUSINESS.

New York

The demand for goods continues to be in excess of supply. Every large buyer has orders in, both for imported and domestic wares. He is getting perhaps fifty to sixty per cent of what he needs, with much uncertainty as to when he will get more. And yet he is continually adding to his purchases. The success of the men on the road with imported goods has been as great as, if not greater than, it would be in normal times, in spite of the fact that orders taken earlier in the season have only been partially filled, or not filled at all. And business is not forced, at that. The argument is that if there has been delay in the past there is a greater likelihood of it in the future. Again, that characteristic of all Americans, the desire for new things, leads buyers to order the latest patterns. They do not know when they will get them, but they feel that it is good business to "take a chance." They are dependent on the domestic potters to a large extent this year, and are getting their 1917 orders in as early as they will be accepted.

There does not seem to be any let-up in the call for domestic wares. This may be because of the belief that there will be a further advance in January—which is more than likely—and they are anticipating their wants to get the present prices.

Glass manufacturers are having almost the same experience, with the difference that they are making good profits. The fact that the repeated advances on glass have had no effect in stopping the orders should be a lesson to the potters. It seems as if the higher the price the greater the demand, and rates have now reached a point when for the first time in many years the glass manufacturer is in a position to make money. And no one begrudges it to him. His returns have hitherto been quite inadequate. If the potter does not follow suit and reap a like advantage he has no one to blame but himself.

Retail trade all over the country is in splendid condition, barring the annoyance due to shortage of merchandise. The dealers are making money because they have been wise enough to put the percentage of increase on new goods on to the old as well. The resultant higher price does not seem to interfere with purchases by consumers.

New York City is now reaping its annual harvest. The Horse Show is on, and the opera season opened Monday night. These two events always bring a crowd of visitors, and it goes without saying that those who come to see and be seen have money to spend and buy the best the market affords. This week is really the beginning of the holiday season, and from now on there will be a demand for Thanksgiving, Christmas and New Year's presents.

The outlook everywhere is bright for the retail dealer, whose success means the success of the importer and manufacturer.

East Liverpool and Vicinity

Production of pottery in this district is not up to normal, although a slight improvement is noticeable. Some branches of the trade are working on a satisfactory schedule; but this cannot be

said of all. The demand continues to increase. Parcel post and express shipments are specified by many who want matchings quickly. The heaviest demand ever experienced is anticipated for January. Prices remain firm, and indications are that hotel lines will sell higher ere long.

Pittsburgh and Vicinity

Factories are pretty well caught up, so far as pressed ware is concerned, but the demand for tumblers and specialties is so extensive that it will be impossible for the manufacturers to fill all business on hand this year. Blanks for cutting are in heavy demand. The call for the higher grade specialties is exceptionally urgent. Lighting glassware continues active, and the demand is bound to continue throughout the season. Prices have a higher tendency generally.

AT CHICAGO.

THE crockery and glass trade recovered rapidly from election excitement, and the stores are now enjoying a patronage which is considered better than normal for the season. The arrival of snow has been an important factor in the trade of the week. People are apparently reminded that the holidays are near, and they are beginning to seek the stores.

* *

With the election out of the way, merchants are turning their attention to the business in hand, and department store buyers expect business to continue increasingly good right on up the first of the year. Quite a few buyers from out of town are coming into the city to get a line on new goods.

* *

Mrs. W. A. Picard, wife of W. A. Picard, the china decorator of Ravenswood, recently found a pearl worth $60 in an oyster while dining in a restaurant in Evanston. The proprietor of the restaurant lays claim to the pearl; but previous cases of this kind have always been decided in favor of the finder.

* *

Express wagon drivers of the city are said to be preparing a strike, to be called during the rush of holiday deliveries. The members of the Railway Express Drivers' Union are leading in the demand for the strike and it is feared that if they go out the members of the other unions will follow. The strike of six weeks last summer, which was won by the express companies, caused a great deal of inconvenience to the trade.

* *

Creditors of the William E. Remick Co., which failed recently, have received checks representing a first and final dividend of forty per cent. The company, which operated two stores in the loop district, dealt in jewelry, cut glass, china and art goods. It was at first thought that the business could be continued and made to pay dollar for dollar, but at a meeting of Eastern creditors held in New York it was decided that immediate liquidation was the best way to handle the case.

* *

Ira A. Jones and O. C. Helm, of the Ira A. Jones Co., are making a trip to the factories in the East. Among those visited will be the Pope-Gosser China Co., the Seneca Glass Co., and Gill & Co.

* *

E. E. Ault, traveler for Earl Newton, made a trip to the factory of the Imperial Glass Co. at Bellaire, O., last week.

* *

John Ling, buyer for Mandel Bros., is recovering from a sprained hand which he received in a fall several days ago. The injured member is still quite painful, but is not hindering him in the performance of his duties.

* *

O. W. Eckland, of the Central Cut Glass Co., has returned from a business trip to New York and other Eastern cities.

* *

Harper J. Ransberg, Indianapolis representative of the Cut Glass Products Co., was a recent visitor to the main office here.

* *

Leo Arnstein, buyer of glassware for Ed Schuster & Sons, Milwaukee, bought goods in the city last week.

* *

E. G. Garnsey, buyer for Marshall Field & Co., who recently returned from a foreign trip, is back at his desk after resting for a few days at his home.

* *

F. Gilman, buyer for the Boston Store, Milwaukee, was calling on the glass men last week.

* *

Miss Helen Bailey is a new buyer of toys at the department store of Siegel, Cooper & Co.

* *

The representatives of glass factories here expect an advance in the price of barrels before the first of the year, based on advices recently received.

* *

Thomas Gore, traveler for T. M. Schollenberger, is in the city for a few days at the end of a Western trip.

EXPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of October amounted to £26,225, being an increase of £3,382 compared with the figures for October, 1915.

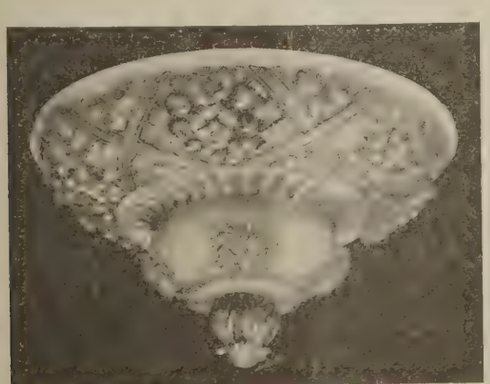
Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

GREATER progress than ever in distinctive designs and artistic finishes in portable lamps and lighting fixtures is being shown by Edw. Miller & Co. Their designing department is outdoing all past efforts in the new things it is turning out; and that their efforts are being greatly appreciated is evidenced by the large number of buyers visiting the local salesrooms. Among the latest arrivals from the factory are several out-of-the-ordinary semi-indirect fixtures having exclusive creations in bowls and new styles of hangers in antique brass, brushed brass, gold, etc, Silk cords matching in color the decorations on the bowl which they suspend are an attractive feature.

Even in these busy times the Pittsburgh Lamp, Brass and Glass Co. are holding to their policy of progressiveness by making constant additions to the line. The latest to be sent to the New York salesroom is a 10-inch semi-indirect bowl (with electric bulbs) and inverted gas shades to match. The shapes are plain, and of just the character to display to the best advantage a pretty sunset scene, the colorings of which are true to nature and especially effective under illumination.

The exhibit of alabaster lamps and semi-indirect bowls at the showroom of Oscar O. Friedlaender, Inc.,



AT OSCAR O. FRIEDLAENDER'S.

please the buyer in search of novelty in this class of has been considerably augmented by a recent importation which brought many beautiful items that are sure to

goods. Prominent in the display are some portable lamps shown in various delicate tints such as pink and green. Some of these are carved in simple designs, while others are perfectly plain. These are to be had from stock for immediate delivery. One of the features of this line is the very reasonable prices.

There is no cessation in the popularity of the beautiful line of electric portables brought out by the Pairpoint Corporation. The rich mahogany standards



BY THE PAIRPOINT CORPORATION.

with artistic metal trimmings are fitted with hand-painted glass shades containing marine and land scenes in variety, as well as some remarkable conceptions in floral designs. Various shapes are shown in all sizes, from the boudoir lamp to the largest table size.

The great variety of tasteful designs to choose from, the finish, and the substantial quality of the workmanship, are qualities that have won for the Imperial Art Glass Co. an enviable position as manufacturers of popular-priced electric and gas portables. The exhibit at the concern's New York showroom is one that is invariably interesting to the buyer, for no matter how frequent may be his visits he is assured of always finding something new and just a little bit different from what is shown elsewhere. Again, the line

is a quick seller when placed in a lamp department; and that, together with the profit it shows, is bound to popularize it with the live dealer.

An all-glass table lamp which has just put in an appearance at the Tarentum Glass Co.'s local showroom is so cleverly molded and well finished in a pressed diamond pattern that it requires close scrutiny to tell it from a genuine cut design. Under illumination a very brilliant effect is produced. The lamp is made for electricity only, and is fully equipped, ready for use.

FRED. SKELTON TO GO UPTOWN.

THE next removal to the uptown district will be that of Frederick Skelton, representative of the Beaver Valley Glass Co., Jefferson Glass Co., Lancaster Glass Co., Athens Glass Co., and other concerns. Mr. Skelton will locate in the Fifth Avenue Building, where he will occupy two spacious rooms on the Twenty-fourth street side of the sixth floor. He will have almost twice the display space in his new quarters that he has at present. Workmen are already on the job getting the place in order, and he expects to move by December 1.

MONTHLY SUMMARY OF IMPORTS.

THE importations of earthen, stone and china ware for the month of August, 1916, compared with the same month in the preceding year show gains as follows: Great Britain $35,148, Austria $19, France $48,417, Japan $34,323, Other Countries $37,594, while Germany lost $3,332. The total shows a gain of $152,169 for the month.

For eight months ending August, 1916, compared with the corresponding period of 1914, the losses were: Great Britain $205,240, Austria $261,352, Germany $2,218,187 (Germany and Austria together $2,479,539), France $210,467. Japan gained $20,396 and Other Countries $166,368, making the total show a decrease of $2,708,482 compared with 1914. Compared with the eight months of 1915, Great Britain lost $119,179, Austria $58,829, Germany $887,548 (Germany and Austria $946,377). The gains were: France $90,149, Japan $118,052, Other Countries $94,564, making the total show a loss of $762,791.

The total importations of toys for the month of August show an increase of $69,885—$5,631 for Germany and for Other Countries $64,254. In the eight months Germany lost $3,537,994 compared with 1914 and $1,558,096 compared with 1915, while Other Countries lost $239,838 compared with 1914, and gained $121,991 compared with 1915.

In glassware the imports increased $2,919 for the month of August, fell off $1,302,653 as against 1914, and increased $464,631 over 1915.

China clay gained $83,815 for August, lost $169,408 compared with 1914, and gained $323,575 compared with 1915.

Articles of metal enameled or glazed with vitreous glasses show deficits of $14,898 for the month of August, $398,175 compared with 1914, and $135,870 compared with 1915.

FEELS LOST WITHOUT THE "JOURNAL."

QUINCY, ILLINOIS, Nov. 14.

Editor CROCKERY AND GLASS JOURNAL.

Please find enclosed $2 for subscription to the CROCKERY AND GLASS JOURNAL. I am the only surviving member of the old firm of Sohm, Ricker & Weisenhorn, who were in the crockery business here over thirty years and sold out to the Roantree China Co. I feel lost in not being in touch with and occasionally reading something of the fine men and factories that I did business with so many years, and men that I learned to love and respect. Yours respectfully,

EDWARD SOHM.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Oct. 28, '16	Corresponding period 1915	Exports Jan. 1 to Oct. 28, '16	Corresponding period 1915
New York ...	337	186	10829	8167
Boston	53	35	3729	3817
Philadelphia .	55	7	680	2032
Baltimore	69	91	2848	6049
San Francisco	5	....	1139	1403
New Orleans	1	15	158	709
Portland, Me..	....	....	249	1091
Galveston ...	....	....	....	10
Newport News.	32	....	34	72
Portland, Ore	....	....	18	141
Inland Points	6	....	380	498
Total	558	334	20055	23989

From David Inglis & Co.'s Circular

TO	Shipments month end'g Oct. 28, '16	Corresponding period 1915	Exports Jan. 1st to Oct. 28, '16	Corresponding period 1915
Boston . .	203	139	3957	3804
New York	1127	769	10874	8100
Baltimore . ..	279	225	3027	6003
Philadelphia...	93	21	677	2035
New Orleans .	9	57	166	709
Newport News.	34	11	34	72
San Francisco.	14	8	1139	1433
Portland, Me..	....	85	484	1091
Galveston. ...	....	....	....	10
Portland, Ore..	1	....	18	141
Inland Points..	6	1	123	437
Total..	1766	1316	20499	23835

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

"There will be the most pronounced scramble for domestic pottery in January ever experienced in the history of the trade," was the remark of a manager here recently. Stocks in the hands of both wholesaler and retailer are below normal, and in the pottery warehouses are almost nil. All plants are working on orders, and nothing is being put by. Matchings are in demand all the time.

* *

After a kiln crew had left its bench in a local plant a few days ago the management started to inspect the last saggers that had been placed in a kiln and discovered that the firm was losing about twenty-five per cent of the capacity of each sagger inspected, owing to the failure of the kilnmen to place all the ware possible. "It's the same all over the district," said the superindent of this pottery. "We are not getting the production, and this is one leak."

* *

B. C. Simms, of the Thompson Pottery Co., has been spending a season at Cambridge Springs, Pa., for the benefit of his health.

* *

The strike of the dippers and the dippers' helpers at the Sebring potteries has been adjusted and the crews have returned to work. They wanted more money for dipping underglaze ware. No one can understand how the dipper had any more or harder work to do in dipping underglaze than plain bisque ware, but he said it was harder, and he must have more wages.

* *

There are rumors of a number of changes in the selling forces of several potteries at the close of the year.

* *

The demand for hotel ware continues to be so extensive that one plant is giving consideration to the plan of turning its entire production into that line. Advances in the selling list of hotel ware have been the most pronounced of any of the lines. Vitreous hotel china, plain white, is now being sold, it is said, on a basis of 25 off. Old scales were 40 and 50 off. Notwithstanding the advance, the trade continues to order liberally, and all hotel ware potteries are simply crowded with business.

* *

Among the buyers visiting the district were Mr. Burbank, of Burbank & Douglass, Portland, Me.; and Mr. Miller, of the Philadelphia (Pa.) China Co.

* *

"Can we get our order filled before Christmas?" was the query in a letter received here a few days ago. The firm replied: "Doubtful." Early in the summer pottery manufacturers urged their customers to anticipate their wants for the holiday season at once, intimating that if orders were not in hand by September 1, or sooner, the chances for current year delivery would be mighty slim. Some buyers heeded the injunction, and are now glad of it.

* *

Herbert K. Connor, Eastern salesman for the Crooksville China Co., has closed his traveling for the balance of the year and returned to his home here.

* *

Within a few weeks the majority of the manufacturers in this district will have their 1917 lines arranged. In a few instances, however, these will not be shown the trade until January. Where the new lines and shapes have been shown to buyers no delivery is booked until February or later.

* *

The call for black and white decorations seems to be dying down. The bluebird pattern, however, continues in fairly active request.

* *

The general trend of opinion is that the demand will be more pronounced during 1917 than ever before, The kiln capacity of the country, so far as general ware is concerned, has not been materially increased. The idle kilns at Grafton, W. Va. have been placed in operation manufacturing vitreous china. No new kilns

have been erected in this immediate territory. Idle kilns are to be found at East Palestine, O., New Castle and Ford City, Pa. No plans have been announced to place them in operation, owing to the difficulty of securing sufficient workmen.

* *

Vitreous china manufacturers met here with the Labor Committee of the United States Potters' Association and head officials of the National Brotherhood of Operative Potters to adjust wages in that branch of the trade. The workers receive an increase equal to that recently granted the semi-porcelain potters, which varies from five to ten per cent. All the vitreous china manufacturers were represented at the sessions, which were held in the Potters' Club.

* *

Border patterns will predominate on all dinnerware for the coming year.

* *

William S. Burford, for the past seven years secretary, treasurer and general manager of the United States Pottery Co., Wallsville, O., has tendered his resignation, effective January 1. Mr. Burford started in the warhouse of this company, and by close application worked himself up to be the operating head of the corporation.

REMARKABLE EXHIBIT OF CHINESE ART.

THE display now being made by Geo. Borgfeldt & Co. of Chinese art objects is probably the largest and most varied ever shown in this country. Over 800 cases have been opened, and more are yet to come. These contain porcelains, bronzes, brasses, marbles, carvings in wood and ivory, cloisonnes, lamps. lamp shades, silks, embroideries, curios, and a wealth of small and large articles difficult of classification. A large number of these pieces are genuine antiques, and include most of the dynasties which have become recognized as forming standards of Chinese art. Some of the porcelains are remarkable, and a brilliant Chinese red underglaze fixes the attention at once. Some fine Mandarins are shown, together with Mings, and a host of others. In the bronzes there are some beautiful specimens, among them some grotesque pieces that bring an involuntary smile. The Chinese are noted for their skill in carving, and no better examples have ever been brought here. Wandering among the textiles, one wonders at the skill and patience evinced in the weaving. One could spend days in this department, just as he would in the Metropolitan Museum of Art, which this exhibit rivals in many respects. Many of the objects could readily find lodgment in that institution, so far as interest is concerned; and yet they are a commercial proposition, without fancy prices affixed. If this exhibit were thrown open to the general public the rooms would be thronged. As it is the buyers are doing the thronging.

BOSTON BUSINESS NOTES.

THE Retail Trade Board is about to undertake one of the most far-reaching and important studies that it has ever tackled, and one which will interest every business man throughout the country. The committee on charge accounts of this organization, which numbers among its members all of the more important retail stores in the city, under the leadership of Jerome A. Crane, will make a careful study of the costs contingent on the charging of merchandise by customers, and will report its findings, with recommendations for reducing this expense, or for having it borne exclusively by those who make use of the privilege. On Friday a conference will be held by the committee on conference, headed by John Shepard, Jr., president of Shepard, Norwell Co., at which time the representatives of all department stores will consider these matters: The obtaining of uniform working hours for the summer months, a matter over which there has been a sharp division for several years past; the taking of action to increase the effectiveness of the "Regulations Regarding the Return of Merchandise," and the abolishing of discounts in retail trade. The committee on department stores, led by Charles C. Ferris, will be made up of the executive heads of the several department stores, and will devote its attention to such matters as deciding on uniform dates for the opening of fall and spring displays and reduction sales before and after Christmas and on the policy of delivering no merchandise after ten o'clock in the evening. The last of the four big committees, that on free delivery, will be directed by Marcell N. Smith, president of Smith, Patterson & Co., and will devote its attention to studying free delivery by limiting it to certain zones and amounts of purchases, or by charging for the service. The "Shop Early" committee is another one which is actively at work.

C. G. Roberts, china and glass buyer for the Jordan-Marsh Co., has returned from a short trip to New York City. George H. Guest, the kitchen buyer, also is back.

M. Dean, R. H. White Co.'s toy buyer, is home after several days spent in New York placing orders.

Schedules of Anthony Lehoud, Gardner, show liabilities of $27,591, all unsecured, and assets of $36,314, of which stock in trade is $2,000, and debts due $27,500.

George A. Granville arrived home the other day

on the Twentieth Century Limited, the same train which brought Billy Sunday to conduct his evangelistic campaign in Boston.

Business continues excellent. Buyers are coming in goodly numbers and are placing large orders in many instances. Of course, there are more or less complaints regarding slow filling of orders at the factories and potteries, and some kicks about the freight embargoes, but nothing like those several months back.

Houghton & Dutton Co.'s forty-fourth anniversary sale proved one of the biggest in the store's history when the figures for sales were footed up; and the crockery, glass and kitchen departments, not to mention toys, made a very fine showing.

Schedules in bankruptcy of the Clark-Sawyer Co., Worcester, were filed this week. They disclose liabilities of $97,890, all unsecured, and assets of $82,000, of which the stock in trade is $60,000. Adjudication has been ordered and the case sent to a referee.

Billy Sunday in one of his revival meetings told of the work which his staff had accomplished in Paterson, N. J., in helping to smooth out labor difficulties in a large manufacturing concern; also of the results of the revival in East Liverpool, O., saying that after the men had been imbued with the spirit of Christianity they made better workmen, were fairer in their dealings, and that strikes were fewer. He said that employers also had "been made to see the light" and were willing to meet their men half way.

Work on the foundations for the new Appraisers' Stores is going ahead fast and it is expected that within a few weeks the erection of the steel frame will start. The trade will be pleased when the structure is finished and ready to be put into use.

Claude A. Palmer, treasurer and manager of the Eastern Clay Goods Co. has been placed in nomination as one of the directors of the Boston City Club.

"SKIDDOO!"

IS No. 23 West Twenty-third street a fateful combination? E. W. Hammond, Max Hirsch and Wm. Wagner certainly thought so last Thursday afternoon, when they were relieved of their overcoats by a sneak thief.

As in other buildings, their showroom may be reached by a stairway in addition to the elevator, and being only one flight up the stairs are used by many in preference to waiting for the lift. Just inside the entrance from the stairway, which is hidden by a large glass-enclosed display fixture, a clothes tree was conveniently located for anyone who might have taking ways. Someone highly accomplished in this respect reached through the doorway and selected three coats so quietly that the above-named gentlemen got the surprise of their lives when they prepared to go home. Only fifteen minutes previously Mr. Hirsch had taken a cigar from his coat. All three overcoats had loose change, gloves and important papers in the pockets.

Mr. Hirsch was preparing to leave for a trip to the factory in Buffalo that night, and couldn't understand why Herman Kashin's coat could not have been taken, instead of his. Kashin was going to remain in the city, and the loss of a coat would not have caused him the slightest disturbance.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings, l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

Chas Herman, t, Eisenberg's, Baltimore. 1239 B'way.
Mr Mitchell. hf, L A Witherill, Syracuse. 220 Fifth ave.
F L Gavitt, hf, H B Gavitt Co, Westerley, R I. Continental.
W T Tice, Tice & Gate, Rochester. Wolcott.
Edgar Bowman, c, g, Geo H Bowman Co, Cleveland. Imperial.
A J Kline, hf, Dives, Pomeroy & Stewart, Harrisburg, Pa. 230 Fifth ave.
O Davis. hf, J R Libby Co, Portland, Me. Imperial.
H E Kline, hf, c, Watt & Shand, Lancaster, Pa. 432 Fourth ave.
W R Peters, hf, J McLean & Sons, York, Pa. 432 Fourth ave.
B J Twitchell, hf, Callender, McAusland & Troup Co, Providence. 230 Fifth ave.
Louis Reizenstein, c, g, C Reizenstein & Sons, Pittsburgh. Claridge.
Frank A Smith, c, g, Gilchrist Co, Boston. 315 Fourth ave.
Carroll J Robinson, c, g, Jordan-Marsh Co, Boston. 432 Fourth ave.
W H Sutton, c, g, hf, Louis Traxler Co, Dayton, O. 120 West 32d.
Frank R Martin, c, g, Frank R Martin Co, Detroit. Claridge.
B S Costser, c, g, t, Phelps, Dodge Co, Douglas, Ariz. 99 John.
N Klopper, t, Billstein, Klopper Co, Cleveland. Hermitage.
J Dyce, t, James Dyce Co, Brockton, Mass. Continental.
Mr Keim, t, Siegel, Cooper & Co, Chicago. 15 East 22d
F Kohn, hf, Palais Royal, Washington, 220 Fifth ave.
R M Reedy, t, Sears, Roebuck & Co, Chicago. 215 Fifth ave.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 16, 1916.

THAT a further advance on domestic pottery was sure to come has been in the air for weeks. When our review of the condition of trade was written this week the statement was made that this raise would more than likely be here by January. Since that was penned vitreous ware has been advanced. General ware is next in order and will possibly be raised before the first of the year, as the last increase of ten per cent does not cover the additional cost of production. If the five and ten cent business were eliminated an advance of twenty per cent could be made without trouble, allowing the manufacturers a fair profit.

TO COMBAT LABOR UNIONS.

NO news of such importance has been published for many a day as the announcement that a combination of employers has been effected to combat the legsiative activities of labor unions. It is said that 15,000 concerns, employing 7,000,000 persons and representing $8,000,000,000, have united for this purpose. Twelve national associations are in the movement, and it is proposed to extend the membership throughout the country.

The underlying purpose is summed up by William H. Barr, of Buffalo, president of the National Founders' Association, who says: "The developments of last year, politically and industrially, emphazise as never before the need of more comprehensive co-operative action in industry. The essential point is the purpose of the conference board to study every problem and its development, to resolve it, if possible, into its essential facts for the information of the public, of the government, of labor, and all members of the various associations represented by the board."

It is about time something was done. The arrogance of the labor unions in all branches of industry is getting beyond sufferance. The potters have had a full share of it. The members of the unions, misled by their officers, are hurting themselves. They do not seem to see that if employers cannot make money it is only a question of time when they will be out of work.

PERSONAL.

THAT superstition still plays a part in business life is evidenced by a worn and rusty old horseshoe on the desk of Henry Saul, of the Saul Mfg. Co., to whom the spot where it rests is almost sacred, as the writer found out when he attempted to examine it. No sooner had he touched the metal than an excited yell from Mr. Saul caused him to drop it as though it were hot. Mr. Saul said that disastrous results might come from removing it from where it had been so reverently placed.

⚜

Jas. J. Temple, American manager for L. Bernardaud & Co., left on Monday to display his samples in Philadelphia. He will return to New York for the week end and will leave next Monday for a trip which will include points in the Middle West.

⚜

H. W. Wintringer, president of the Steubenville Pottery Co., who was in New York for a few days this week, said that production has been increased somewhat lately, but not as much as he would like, for there seems to be no let-up in orders.

⚜

W. A. Edmunds is spending this week in Philadelphia, Baltimore and Washington with W. C. Woodward's line of lighting goods.

⚜

What has happened to Fred Brey, the popular office man for B. F. Drakenfeld & Co.? The thing has developed into what may be termed "The Mystery of Murray street." No, he has not disappeared; but his mind is wandering, no one knows whither. And that's what is puzzling his friends, many of them sitting up nights in an endeavor to solve the problem. That happy smile and genial disposition for which he was noted have vanished, and in their place are a faraway look and a serious manner denoting a lack of interest in his friends and surroundings. A partial clue to the mystery

—a bunch of American Beauty roses carried carefully, almost affectionately, by Fred a few mornings ago—led one of his acquaintances to follow him up Murray street. But a huge truck that happened to be passing offered Fred and his roses the opportunity to disappear in one of the buildings without being seen. Is he taking roses to a sick friend? If not, is she blonde or brunette?

⚜

Ambrose G. Dale, general manager of the International Pottery Co., Trenton, N. J., was married November 11 to Miss Helen Linn, of Philadelphia.

⚜

Among the visitors to New York this week was John J. Hahn, who is buying for a new department he is opening for the Richard Briggs Co., Boston. He has made many changes in the store recently, both outside and in, and has rearranged all the displays. He has a beautiful store, full of beautiful goods, and has done wonders in the last few months in the way of increasing business.

⚜

A. D. Twyeffort, with Louis Wolf & Co., is again on his way to Japan. He was so successful with his last venture that he is returning to buy more.

⚜

Wm. M. Junor, Toronto, Canada, arrived in town last Saturday, accompanied by Mrs. Junor, on a combination business and pleasure trip.

⚜

After spending several days in New York placing orders Geo. H. Wheelock, of Geo. H. Wheelock & Co., South Bend, Ind., left for home on Tuesday.

⚜

It will be very gratifying news to a host of his friends to learn that John Nixon, New York representative for the Fostoria Glass Co., who was injured by being struck by a locomotive two weeks ago, as stated in our last issue, has progressed so favorably that he was able to be removed from the hospital in East Orange to his home in that city last Saturday. It is hoped that it will not be many days before he will be seen on West Broadway once more.

⚜

Max Hirsch returned on Monday after a several days' visit to the Buffalo Mfg. Co.'s factory, the primary purpose of which was accelerate shipments.

⚜

"Joe" Bason, buyer for Wise, Smith & Co., Hartford, Conn., made a brief visit to New York on Monday to look after additional holiday goods.

⚜

The address of E. D. Terry is wanted by the Phoenix Glass Co. They are holding important mail for him. If any of our readers know where he may be found they will oblige the concern by sending the address. He may have a situation outside of the crockery trade, and consequently would not be liable to see the advertisement in another column.

⚜

John J. Miller, accompanied by Mrs. Miller, is spending this week at Waynesboro, Ga., attending a wedding. Thinking he might have some spare time, he went fully equipped to enjoy some golf while away.

⚜

The elation of Leon Anthony, assistant buyer at Gimbel Bros., over the arrival at his home in Brooklyn last week of "one of the greatest boys ever," is not to be compared with the exuberant joy of George Anthony, buyer for Loeser's, Brooklyn, who is passing around the choicest brand of cigars the market affords in celebration of his becoming a grandfather.

ENGLISH GOODS ADVANCE 15 PER CENT.

ANOTHER advance in English earthenware and china, amounting to about 15 per cent, was cabled this week. This makes the cost of English ware something more than 60 per cent above ante-war prices. Previous advances have not seemed to curtail buying of the popular brands, and the importers do not believe that the latest increase will have any deterrent effect.

DOMESTIC VITREOUS GOODS ADVANCE.

ON account of the continued increasing cost of raw materials and overhead charges, the domestic manufacturers of vitreous hotel china and dinnerware have announced an advance in selling prices. Plain white goods which formerly sold at 50 off are now 25 off, while on some special lines the discount on white is down to 15. On decorated goods advances are from 10 to 30 per cent. The changes are effective immediately.

TROUBLE WITH KILNMEN.

KILNMEN'S Local No. 9, East Liverpool, has notified the United States Potters' Association that it will not accept the recent ten per cent increase in wages "with any strings attached."

The manufacturers, acting in absolute union with the officials of the National Brotherhood of Operative Potters, agreed to the strict enforcement of conditions prevailing under the "Astor" agreement. In other words, the manufacturers agreed to pay an advance in wages to all workers, provided each worker gave his or

her employer their best efforts. This would eliminate all lost time and increase production.

The kilnmen, after receiving notice of the advance, "looked into the matter," and several special meetings have since been held. On Monday night last they held a final meeting and decided to reject the offer of the manufacturers with any conditions whatsoever attached, and such notice was served upon Secretary Charles F. Goodwin, of the United States Potters' Association, who in turn notified the Labor Committee. The kilnmen further stated that they would hand in their two weeks' notice on Saturday unless the "strings are eliminated."

The Labor Committee of the Potters' Association met on Wednesday night and sent a formal notice to the kilnmen that the manufacturers would insist on the original agreement as made with the National Brotherhood of Operative Potters. The kilnmen, who are acting in absolute disregard of all agreements, and have not consulted with the officials of the Brotherhood, will meet on Friday night to take action.

POINTERS FOR BUYERS.

DAINTILY DECORATED STEMWARE.

An innovation in decorative treatment shown on a new line of stemware just placed on display by Manager Ed. Craig, of the United States Glass Co., at the showroom in the Albemarle Building, deserves consideration on the part of buyers. The designs are applied in transparent coloring and gold, the effect of which is very fetching. One consists of small clusters of wild roses in a deep pink shading into a faint red, entwined with gold leaves. Then there is a butterfly pattern in the same coloring, with touches of gold. Another shows a four-leaf clover design in a delicate green, with leaf sprays in gold. A pretty finish is given to each by a gold edging on the rim and base. The gold used is of 24-karat. The decorations are so delicate that the question arises in one's mind as to whether or not they will wear. This point is soon satisfied, for one of the first things the salesman will tell you is about the durability of the treatment, the concern fully guaranteeing its permanency. Quaint shapes and a beautiful quality crystal help in making this a line that will meet the requirements of the most discriminating.

A BIG JAPANESE EXHIBIT.

Louis Wolf & Co. are showing a display of Japanese goods which cannot fail to interest the buyers. It includes tableware, toy tea sets, bisque dolls, baskets, lanterns, tennis rackets, children's bamboo furniture (practical, and not in the toy class), and a host of other articles, big and small. There are so many good things that to single out any one line would be drawing invidious comparisons. However, the toy tea sets stand out a little prominently because of their variety and excellence, and the dolls will attract attention because they are such excellent reproductions of the German article. Altogether the exhibit is well worth seeing.

FOR PREMIUMS.

A new line of vases at the Pittsburgh Lamp, Brass and Glass Co.'s salesroom should prove especially attractive to the premium trade. Several shapes are shown, and various floral decorations in tasteful colors. Fancy metal mountings, in ivory, green and mahogany finish, to harmonize with the predominating color of the pattern, enchance their effectiveness.

TO NOMINATE OFFICERS.

A CALL to members of the Pottery, Glass and Brass Salesmen's Association has been issued for Friday, November 17, in the rooms of the Crockery Board of Trade, at noon. It is hoped that they will see the importance of attending, if only to show that they really take an interest in the welfare of the organization. The meeting being held in the lunch hour, there is no excuse for non-attendance.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 14, 1916.

LIVERPOOL

3	"	"	Davis, Collamore & Co
3	"	"	Maddock & Miller
9	"	"	E Boote
2	"	toys	F L Kraemer & Co

LONDON

1	packages	glassware	J Wanamaker

VERA CRUZ

71	packages	glassware	K Mandel & Co

BORDEAUX

100	packages	chinaware	Haviland & Co
18	"	"	Wm Guerin & Co
5	"	"	J Wanamaker
9	"	"	L E Bohm
35	"	"	A G Moment
53	"	"	Herman C Kupper
43	"	"	Haviland & Abbot Co
17	"	"	Vogt & Dose
12	"	"	L Bernardaud & Co
10	"	"	Justin Tharaud
4	"	"	C B Richards & Co
70	"	"	Theodore Haviland & Co
3	"	glassware	Snow's Express Co
22	"	"	Adams Express Co

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Just when prices on glassware will cease to advance no one is in a position to say. During the past ten days several manufacturers have notified their salesmen that former lists on certain grades of goblets and tumblers have been again advanced. The increase so far amounts to from 50 to 100 per cent, over ante-war rates. However, buying of all lines continues brisk. Dealers must have goods, no matter what the cost.

Six deaths in the membership of the Western Glass and Pottery Association have been reported during the past year, according to President Robert G. West. Sixty new members have been enrolled, and the Association is in better financial condition now than at any time since its formation.

Cut glass has been in heavy demand this year by premium users. Some of these buyers, when unable to secure pottery, turned to glassware, and popular-priced cut vases, bowls, nappies, sugars and creams have been ordered in very liberal quantities.

Employees of the H. C. Fry Glass Co., Rochester, Pa., rejoiced a few days ago when the firm announced that all who desired could buy coal from the company at the cost price of ten cents per bushel. The dealers at Rochester have been charging sixteen cents. Any person on the payroll of the company can share in the offer of Mr. Fry.

Dave Prosser, who represents the United States Glass Co. in New York State and Canadian territory, is at the home office for the balance of the season. Walter Lazure, who has been in the West and South, also returned this week.

From present indications the sale of "pressed-cut" glassware will be featured more extensively by factories during the coming year than ever before. It has been the custom of manufacturers of "pressed-cut" blanks to sell these lines to the "side cutting shops" of wholesalers and at a price which would allow them to make a reasonable profit. Hints have been dropped of late which would indicate that these manufacturers are going after the retail direct, thus eliminating the "side line cutters." There is no denying the fact that these small cutting shops have taken a lot of ware monthly from the glass manufacturer. The latter now feels that he should have the business all to himself. Several factories are expected to make official announcement of their intentions along this line early in the new year.

A new plain line of blanks for cutting shops is now being made at Factory "U" of the United States Glass Co., at Gas City, Ind. Some very large pieces are included, such as vases, bowls, flower baskets and handled nappies. The full line of blanks will be shown in the local sample rooms of the company as soon as renovation, now going on, is completed.

At least one complete new line of glassware will be shown here in January—that of the Paden City (W. Va.) Glass Co., which will be in full operation before the end of the year.

Those manufacturers who in the past have more or less featured stationers' glassware are giving very little encouragement to buyers of the lines this year. Orders for inks and pen-holding trays have been refused. Those making the lines continually find orders brisk for immediate delivery.

The Rochester Cut Glass Co. is showing six new cut patterns in its water set line, and the number will be increased to ten during the coming month. Not as many new patterns will be shown in January as in past seasons, on account of the heavy demand for all present numbers.

Freight car shortage is holding up prompt deliveries of raw materials at many glass plants, and the trouble gives promise of becoming more serious as the season advances. The same condition results in the

deliveries of finished ware being so slow. Unless a car is unloaded with forty-eight hours from the time of its arrival at destination, Sundays excepted, demurrage is charged amounting to as much as $5 per day.

Table glassware, as the term is commonly understood, is pronounced the dullest in years. The demand is practically nil. Assortments are in fair request, but not so much as formerly. Buyers want specialties mostly nowadays.

Robert B. Voitle, a son of Assistant Secretary Voitle, of the Glass Association, has joined the sales force of the Pittsburgh Lamp, Brass and Glass Co. He is now attached to the city salesroom, but later will be assigned to a territory.

Report is current that a company is being formed to take over and operate the former plant of the Haskins Glass Co., at Martins Ferry, O.

The new furnace which has been in course of erection at the plant of the John B. Higbee Glass Co., Bridgeville, Pa., is nearing completion and will be placed in operation December 1. Recently the firm notified the trade it could care for no more business until after the improvement was completed.

A new tank was placed in operation at the plant of the Wellington Glass Co., Cumberland, Md., on Wednesday.

The Pittsburgh Vault Light Co. is about to take over the plant of the Jeannette Glass Co., at Jeannette, Pa., which has hitherto manufactured all kinds of bottles. The purchase price is reported to be $160,000.

The statement that Messrs. Gaston and McCartney will be in charge of the Cambridge Glass Co.'s exhibit at the Fort Pitt Hotel in January was inaccurate. L. S. Crain will join Mr. McCartney in caring for the lines.

BUSINESS BRIEFS.

The Alexander-Kramer Co. has been incorporated to manufacture toys and metal products at Cincinnati with a capital of $15,000.

* *

Judge Hand has confirmed a composition of the Enell Chandelier Co., 250 West 108th street, with creditors at 20 cents on the dollar.

* *

The M. Wolf Novelty Co. has been organized to deal in toys, novelties, etc., with a capital of $50,000. Incorporators S. Reinherz, J. A. Morris and M. M. Wolf.

* *

Edward B. Dickinson, 200 Fifth avenue, has incorporated to deal in china and glassware with a capital of $25,000. Incorporators: D. J. Wagner, C. M. O'Farrell and W. Dickinson.

* *

Judge Hand has confirmed a composition of R. R. Geist & Son, dry goods department store, Third avenue and Eighty-sixth street, with creditors at 25 cents on the dollar, cash. Liabilities were $95,700.

* *

C. T. &. W. K. McKenna have leased a suite of rooms at 1271 Broadway, where, under the name of the McKenna Bros. Sales Corporation, they will show non-conflicting lines of glassware from various factories. They will be open for business on January 2, at which time announcement will be made of the various lines.

ARTIFICIAL GAS IN 1915.

THE use of artificial gas as a domestic and industrial fuel is increasing. In households gas is replacing coal for cooking and to some extent for heating, and in the industries gas—mainly that from by-product coke ovens—is now used for raising steam and firing open-hearth steel furnaces. The advantages of gas as a fuel, not the least of which are its cleanliness and its ease of control, are well known, and it is being supplied to many small cities and towns by pipe lines from the larger cities where it is made. The use of artificial gas for illuminating, however, is decreasing, mainly because of competition by electricity.

The artificial gas—oil and water gas and coal gas from retorts and by-product coke ovens—marketed and sold in 1915 amounted to 266,204,248,000 cubic feet, valued at $173,832,132, according to statistics collected by C. E. Lesher, of the United States Geological Survey, Department of the Interior. These figures show an increase of 25 per cent in quantity and 17 per cent in value compared with 1912, the next preceding year for which the statistics of this industry were collected by the Geological Survey.

The quantity of gas from coal-gas plants in 1915 was 43,747,432,000 cubic feet, valued at $40,257,108, an increase of 24 per cent in quantity and 25 per cent in value compared with 1912. The quantity of surplus gas sold or used from by-product coke ovens in 1915 was 84,355,914,000 cubic feet, valued at $8,624,899, an increase of 55 per cent in quantity and 84 per cent in value. The average value of the coal gas in 1915 was 92 cents per 1,000 cubic feet, and that of gas from by-product coke ovens was 10 cents, the difference being due to the fact that the value given for coal gas includes the cost of distribution to domestic consumers, whereas the value for coke gas is reported at the place of production. The aggregate output of coal gas in 1915 was 128,103,346,000 cubic feet, valued at $48,-

882,007, an increase, compared with 1912, of 43 per cent in quantity and 33 per cent in value.

Water gas enriched with oil—carburetted water gas—is more generally used in cities than coal gas. The quantity of water gas manufactured and sold in 1915 was 124,129,569,000 cubic feet—nearly as much as the combined output of coal gas from retorts and coke ovens—and was about 47 per cent of the total quantity of artificial gas sold.

In California, Arizona and Oregon nearly all the artificial gas produced is made from oil, and in some other States there are oil-gas plants. The quantity of oil gas manufactured and sold in the United States in 1915 was 13,971,333,000 cubic feet. The aggregate of oil and water gas sold in 1915 was 138,100,902,000 cubic feet, valued at $124,950,125, an increase, compared with 1912, of 13 per cent in quantity and 12 per cent in value. The average value of oil and water gas in 1915 was 90 cents per 1,000 cubic feet, compared with 92 cents for coal gas from retorts.

It is not possible to obtain complete figures showing the sale of artificial gas for various uses, for fuel is not metered separately. The statistics collected by the Geological Survery for 1912 showed that 47 per cent of the artificial gas sold was used for illuminating, and the statistics for 1915 show that 30 per cent of the gas sold was used for illuminating, 48 per cent for domestic fuel, and 22 per cent for industrial fuel.

OUTLOOK FOR DOMESTIC POTASH.

AMERICAN chemists have been looking for potash in this country for a great many years, says "Metallurgical and Chemical Engineering," and several deposits and sources were discovered years ago and then neglected by capital because of the moderate price of the German article. Most, if not all, of the present sources were known before the war, but the industry did not seem then to promise returns large enough to warrant the hazard of the new undertaking. Consequently nothing was done until our supply was suddenly cut off.

According to F. M. de Beers, president of the Swenson Evaporator Co., of Chicago, we will produce raw potash salts next year in sufficient quantity to supply one-third of our average demand before the war, or equivalent to 120,000 tons.

There is a chance that we may exceed this by fifty per cent if certain properties are worked or if new processes are developed; but even then we would have but half our requirements during normal times, and right now we could readily use more than that. Our future as a large producer depends entirely on our success with feldspar, alunite, blast furnace gases, Searles Lake and other lakes in Nebraska, Wyoming and Oregon. We cannot secure much more than about fifteen per cent of our requirements from the by-products first discussed, although many of these should be permanently profitable.

KEEPING EVERLASTINGLY AT IT.

PERSISTENCY is a characteristic of all men who have accomplished anything great. No matter what opposition they meet, or what discouragements overtake them, grit carries them through. Of such men people say, "You can't down them," and no higher tribute to possession of succsssful qualities could be paid.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

WANTED—The address of E. D. Terry. We are holding important mail for him. PHOENIX GLASS CO., 230 Fifth Avenue, New York.

HELP WANTED.

RESPONSIBLE commission agents wanted to represent a reliable cut glass firm manufacturing an extensive line of popular-priced and rich engraved glassware. A big line of "live" items. Address A 105, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

FOR SALE OR LEASE.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

TO LET.

TO CUT GLASS OR LAMP MANUFACTURER.—A separate display room, 210 square feet, with fixtures, in salesrooms of silverware manufacturer. Unusual lighting facilities. Exceptional opportunity for fine display in very best location uptown. Address A 104, this office.

BUSINESS OPPORTUNITIES.

TWO experienced crockery salesmen with large following, known from coast to coast, about to open sample room in New York, desire to connect with first-class manufacturer making cooking ware specialties, dinnerware, cut glass, etc. Address A 106, this office.

EXPERIENCED cut glass and china salesman, twenty years' experience, open for a popular-priced line for the coming year. Large established trade throughout the West, Middle West and South. Address A 107, this office.

THE SENSITIVENESS OF GLASS.

THE sensitiveness of glass is wonderful—sensitiveness to temperature, to touch, and even to the proximity of tne human body. At the Brashear instrument works in Pittsburgh there is a lens now nearing completron seventy-two inches in diameter. We are taken into a long tube, underground and constructed to maintain always a uniform temperature. The great lens is at the far end of the tube, upright, or flat against the wallfacing us, at a distance of about sixty feet. This is the focal distance for the parabolic surface of this lens. By the aid of a single small lamp placed ou a table beside us we look toward the lens from the distance named, and the object glass seems to be just one foot in diameter, like a great, dark, burnished jewel. The marvelous thing, however, is the susceptibility of the lens to change of temperature. The mere presence in the tube of living human bodies has its influence. From the focal distance the attendant disturbs the air by merely waving a sheet of paper, and yet you at once see prismatic radiations from the surface similar in ap-

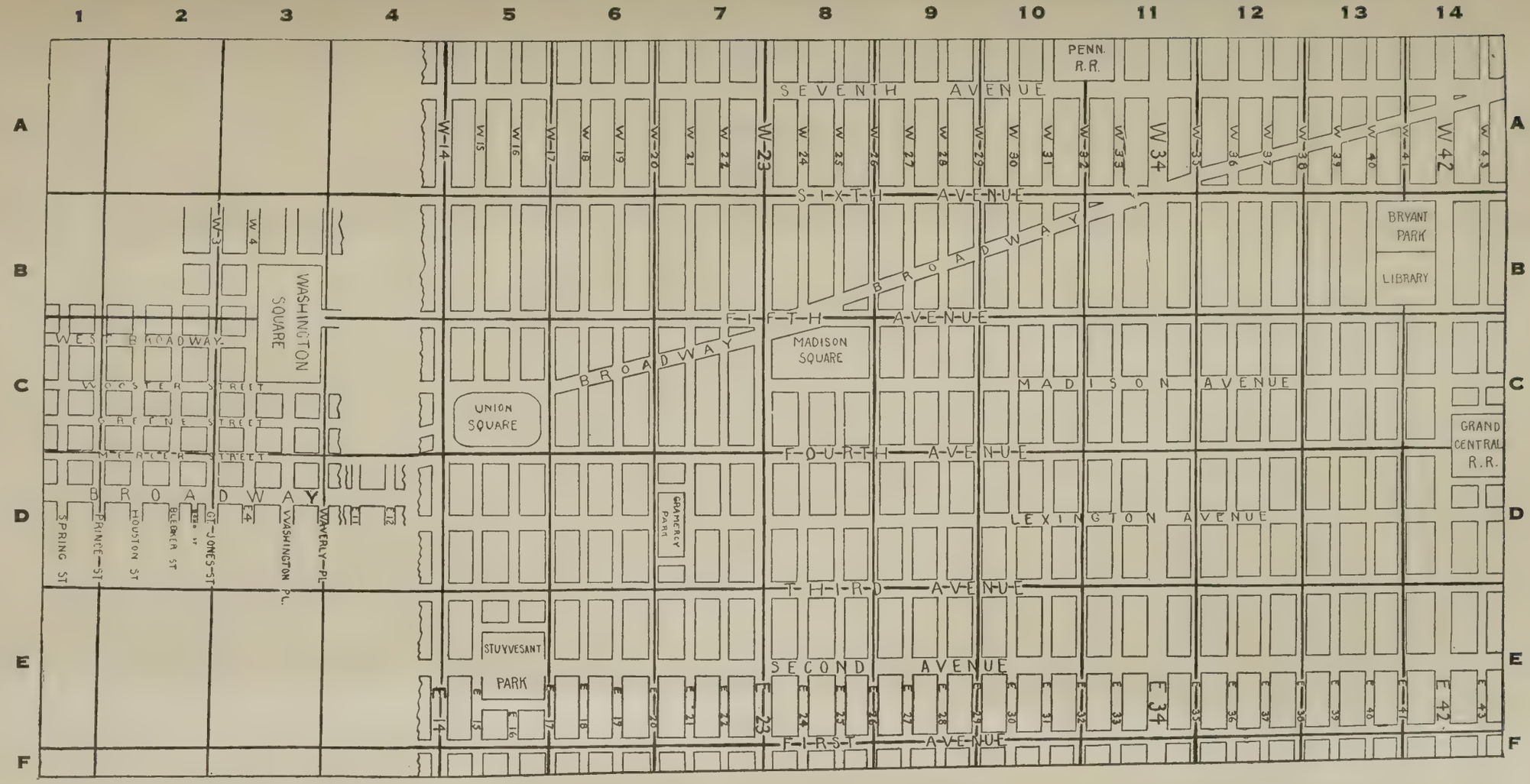
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Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar C., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
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Brech, Albert J., 31 Union Square..... C-5

Colonial Co., 145 W 18th.....A-6
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Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
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Takito, Ogawa & Co., 101 Fifth Ave..... C 6

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Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

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pearance to heat waves from a hot plain, or a field of wheat on a summer day. When he walks toward the lens the changes intensify visibly. When he reaches the glass he places his hand on it for a moment, and the prismatic rays fairly shoot out, almost like an electric current. He removes his hand and you see the full print of it remaining on the surface of the lens as though a sooty object had been placed on a white wall. The scientific explanation of why this effect is so plainly seen is that the temperature of that portion of the glass has been changed by the contact, and the part touched has risen or swollen outward, thus changing the refraction of that part of the lens. The amount of the change is only one fifty-thousandth to one seventy-five thousandth of an inch, but it is enough to cause this visible phenomenon.

The work on the lens is not yet finished, and it will be some months before it is completed and ready for shipment. Some idea of the delicate character of the work may be gained from the statement that twelve hours' steady work of polishing the surface will reduce the thickness by about one ten-thousandth of an inch; but (another marvel) the lens cannot be worked on to advantage more than ten minutes a day. For instance, if rubbing were done after a hand had been placed on the surface the result would be to rub down the raised portion, with the consequence that when, hours afterward, the temperature was again lowered, the part that had been raised and rubbed away would show a depression or cavity in the surface.

THE man with only one idea and the man who thinks he knows it all stand an equal chance of developing top-notch business ability.

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CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 23, 1916.

THE CONDITION OF BUSINESS.

New York

The extraordinary demand for wares continues. Returning travelers found no trouble in booking large orders at advanced prices, and the demand for goods from stock has almost exhausted everything in the warerooms. The announcement that anybody has anything on hand for immediate delivery brings a demand that snaps it up immediately. Importers and domestic manufacturers alike are harassed by calls from their customers for goods already ordered, and are tired of trying to explain that they are doing all they can to forward anything and everything as fast as they get it.

Retail trade all over the country is excellent, and only hampered by the shortage of merchandise. The cry of the dealer is, "If I could only get more goods!"

Talk of prosperity is heard on every side; but an analysis of conditions leads to the conclusion that there is not so much money in the game as outward appearances would indicate. True, those dealing in anything pertaining to the war are reaping huge profits; but the average merchant, while having a tremendous call for his goods, is doing less than seventy-five per cent of a normal business. The enhanced value of what he has to sell does not cover the increased cost of doing business. One only has to look at the condition of the manufacturing potters to see this. In the month of September the output was only sixty per cent of capacity, in October it reached possibly seventy per cent. Interest on capital, insurance, increased price of fuel, advanced wages and higher cost of living reduce their profits until they have reached a stage where they are not as well off as they would be in a normal year.

The lamp men and other users of brass are in as as bad, if not worse, condition. They cannot keep their prices up to the continual increase in copper, and are selling many goods at an actual loss.

Office and store help are not joyous over the situation. Idle salesmen, who must be kept to maintain an organization, cannot expect an increased wage; but their living expenses are greater. Bookkeepers are getting no more in salaries, and they, too, are suffering from the high price of foodstuffs and wearing apparel. Prosperity? Yes, to some; but to only a small percentage of wage earners.

Common labor is getting undue remuneration. Italian laborers are earning $3.50 and more a day wheeling ashes, and only working eight hours at that. The men who are loading ships with ammunition and fuel are working double turn and making from $75 to $100 a week. Think of a man shoveling coal and making $15 a day!

Pittsburgh and Vicinity

New business continues to be received in liberal volume, but so many of the glass factories are behind on orders that there is little chance of late requirements being filled this year. The market is unsettled on prices, and it would occasion no surprise on the part of buyers to receive new quotations ere long. Blown ware is as active as ever, lighting

glassware continues in good demand, and special line for the holiday trade are loudly called for. Shipments are slow on account of the crowded condition of the railroads.

East Liverpool and Vicinity

While orders continue to be received in liberal volume, there has been only a slight improvement in the total production of the district, notwithstanding the fact that manufacturers are bending every effort to make shipments as promptly as possible. Buyers have begun to forward business for 1917 delivery, although a large number of orders booked early in the present year still remain unfilled. New shapes and decorations for the coming season are now being shown by some manufacturers, but no deliveries will be made until next year.

BOSTON BUSINESS NOTES.

BUSINESS conditions continue to run in the same rut of "good times" as for several months past. Buyers are coming to town in fairly good numbers. The department stores are getting ready for the holiday rush, and they're not looking forward to any slackening of trade until well through January, except for a few days at Christmas time.

At a special meeting of the board of directors of the Gilchrist Co. held this week the capital stock was increased to $500,000, and these officers and directors were elected: Charles C. Ferris, president; Simon Vorenberg, treasurer; William Jardine, vice-president; Felix Vorenberg, vice-president and clerk; Fred Vorenberg, assistant treasurer; Sam Vorenberg, director.

Before the Boston Retail Credit Men's Association the other evening "trade acceptances" were discussed, and the talk was followed with interest by those in the trade. The plan is for the selling credit house to send to the customer with the shipment a trade acceptance, which is practically a commercial draft, payable on a certain date, and calculated to be more easily collectable than the average bill rendered. The opinion was quoted from the State Commissioner of Corporations that the acceptances would be taxable as notes receivable. C. F. Weed, president of the Chamber of Commerce, offered to help the plan by seeking legislation.

There now is, apparently, every prospect that the trolley cars will be removed from Washington street for about five weeks, from December 4 to January 13, in order that holiday shoppers may have more room. For many years such a plan has been discussed. Formerly the large department stores in the retail district opposed such a plan so effectively that they always stalled it off, but of late years they have been only slightly—and in some instances not at all—opposed to the plan. The experiment, which now has been adopted by the City Council and will prevail unless it is changed at the last minute, will be watched with a great deal of interest, because if successful it may mean that cars will eventually be removed from the busiest section of Washington street during the day and early evening throughout the year.

F. L. Gavitt, kitchen goods buyer for the H. B. Gavitt Co., Westerly, R. I., is home from a short business trip to New York city.

Word has been received here by letter that the Almy's Department Stores concern, which two and a half years ago opened the largest store in Canada, has met with such great success that it has acquired a large block of land and several buildings at Yonge and College streets, Toronto, where it will start another big department store.

Frank A. Smith, Gilchrist's china and glass buyer, is home after a few days in New York city on business.

Edward A. Filene, of William Filene's Sons Co., is traveling in the Middle West, and spoke in Detroit the other evening.

Never before have the large stores gone into such extensive pre-Thanksgiving displays as they have this season. The results in sales are said to be most satisfactory so far. In the departments also special efforts have been put forth to draw trade.

B. J. Twitchell, kitchen goods buyer for the Callender, McAuslan & Troup Co., of Providence, R. I., is back from New York City.

The S. S. Smith Mfg. Co., manufacturers of toys, has let the contract for a large addition to be built on adjoining land. The building will be 40 by 140 feet and will greatly increase the capacity of the plant, now sorely taxed by the rush of orders.

Jordan-Marsh Co.'s china and glass buyer, Carroll J. Robinson, has returned from a flying trip to New York, where he placed some good orders.

The trade is sure to be interested in a statement which the Chamber of Commerce is about to put out showing that seventy-five per cent of the charity solicitors represent an unworthy cause, and that of these twenty-five per cent are out-and-out fakes. The trade will be requested to immediately notify the Chamber's Bureau of Investigation before contributing on any appeal, and information as to the worthiness of the cause will be given promptly. Mr. Weed, the president of the Chamber, says that one source of fleecing the pub-

lic is through organizers who get up balls and other events for labor unions on the agreement that they are to be given one-third of the receipts.

Samuel P. Mandell, of the C. F. Hovey Co., has been elected a vice president and Frank W. Stearns, Co., has been elected to the executive committee of the Algonquin Club.

One of the most important announcements that has been made by any store in New England for several years is that which the Jordan-Marsh Co. is putting out this week. It is no less than the making public of a scheme for profit-sharing with all of its employees, in addition to the customary holiday distribution. Beginning on Feb. 1, 1917, the plan becomes effective. The money to be given under the new plan will, it is estimated, amount to about $100,000 a year on the present basis of volume of business. "We strongly believe," said one of the members of the corporation, "that through the added interest and co-operation of our employees under this plan the average yearly distribution will largely exceed the $100,000 estimated for the first year. Distribution will be made in February of each year and will continue as long as the plan proves successful. Every person who has been continuously in our employ for the calendar year previous to the time of distribution will participate in the profit-sharing, based upon the results of the preceding fiscal year's business. The distribution for this year of over $100,000 will be made early in December, instead of next February, on account of the abnormally high cost of living at the present time. This distribution will be made to all those who have been continuously in our employ from Jan. 1, 1916. The amount so distributed will not, of course, interfere with our usual cash Christmas presents, which will be continued to all our employees as for many years past."

EDWARD RUNGE DEAD.

IN his sixty-ninth year, Edward Runge, an importer of rare Oriental rugs and porcelain for nearly thirty years, during which he made yearly trips to Shanghai, Tien-tsin and Peking, died Monday, Nov. 20, at his home in Flushing L. I. He was a native of Hanover, Germany, and came here when a young man.

Mr. Runge found and imported many of the most notable pieces of old Chinese porcelain in the Morgan, Altman, Garland, and Havemeyer collections, and was regarded for many years as the most discriminating buyer and connoisseur visiting Shanghai and Tien-tsin. In 1885 he represented the firm of Herter Brothers, later visiting China for William Baumgarten & Co. In 1891 he became associated with Thomas B. Clarke, of this city, retiring on account of ill-health in 1911.

He was said to have been the only white man to have been granted an audience by the Dowager Empress of China, and was a friend of the late Li Hung Chang and Yuan Shih-kai, the first President of China.

AT CHICAGO.

THE placing of orders by buyers now depends on the ability of salesmen in the crockery and glass trade to quote prices on order for delivery after January 1; and although that date is only a few weeks away, many salesmen are without advices from their factories regarding these prices. Buyers, for their part, are refusing to place orders with the price open, although they are forced, because of conditions, to leave blank the date of delivery.

* *

The stores are enjoying a very good trade, although of course shopping has not reached the development expected during the holiday season. Managers of china and glass departments are much annoyed because of the delay in shipments, which prevents them from rushing to completion the work of sprucing up their departments for the holidays.

* *

Earl W. Newton has been visiting for a few days at the factory of the Imperial Glass Co., Bellaire, O.

* *

C. W. Reasner, of Kelly & Reasner, who has been away on a trip to the Eastern factories, has returned home.

* *

"Tom" Smallwood, representing Haviland & Abbot Co., New York, was a visitor to the city early this week.

* *

Charles Becker, who conducts a department store at Dubuque, Ia., was buying merchandise here last week.

* *

Peter Rinkin, buyer of china and glass at the Boston Store, contemplates an Eastern trip before the holidays.

* *

Edward Koch, of the Midland Cut Glass Co., has returned from a trip to the factories East.

* *

The Richter Cut Glass Co., of Maywood, has recently added more frames.

* *

Sam Natkin, buyer of china and glassware at The Fair, is giving his whole attention to getting his department ready for the holidays, and will not go East again until after the first of the year.

* *

The State Public Utilities Commission is conducting a hearing in Chicago with a view to determining what can be done about the car shortage. Glass men, being closely affected, follow the proceedings with a

great deal of interest. The saving of $9,657,235 and the release of 32,224 cars for daily use, wiping out the shortage in four days, would result from prompt unloading of cars by consignees, according to W. H. Rotchford, a traffic expert, who testified before the Commission.

* *

W. T. Darden, representing the Mohawk Clay Products Co. in the Palmer House, has made some strong additions of new pieces to the line he has on display there. Mr. Darden is meeting with continued success in his representation of the line.

* *

Hugo Pick, of Albert Pick & Co., is at his desk after a brief road trip through the Middle West.

* *

H. S. Potter, salesmanager of the Tarentum Glass Co., was recently in Chicago for a few days.

* *

Another increase on round packages is expected any day by factory representatives here. The coopers have again advanced rates to many factories, it is said.

* *

The Central Cut Glass Co. is comparatively well fixed to fill orders owing to the energetic efforts of O. W. Eckland, the president, to lay in good supplies of blanks for the holiday trade.

* *

Iridescent tableware is a conspicuous feature of the china and glass department of Mandel Bros., conducted by John Ling.

EXTENSIVE EXHIBIT OF ORIENTAL GOODS.

A NEW departure with the American Import Co., an old-established San Francisco concern with offices in various cities throughout the country, that will be welcomed by buyers is the assemblage of an extensive array of Japanese, Chinese and Filipino art goods, both modern and antique, at the New York salesroom, 220 Fourth avenue, in charge of Herbert L. Schamberg, who is well known to the trade in this part of the country through his former association with the Dohrmann Commercial Co.

The line includes an exceptionally interesting collection of curios and other items in china, glass and bronze, the antiques being far above the average in interest and beauty, while the modern creations could have no better recommendation than to say that they were conceived by Fred Siem, designer for the concern, who was also formerly with the Dohrmann Commercial Co. His skill in bringing out original American ideas in Oriental goods is so familiar to the trade that no further statement is necessary. Mr. Siem is also responsible to a large degree for the unusual collection of antiques, having accompanied Sanford J. Kraemer, president of the company, on a tour of China and Japan to make the selection. Besides the lines mentioned there is an assortment of baskets of every description and shape.

Mr. Levens will travel West for the concern, covering the territory he formerly made for the Dohrmann Commercial Co. He has made reservations at the Fort Pitt Hotel,, Pittsburgh, for January, when he will have an interesting exhibit.

RELIEF FOR FRENCH PRISONERS.

AN appeal is being made by the French Chamber of Commerce for funds to help civilian prisioners interned in German camps, the greater part of whom were peaceful wage-earners in French and Belgian territory now occupied by German troops. These people are suffering from lack of food and clothing, and winter is coming on. As it is difficult to send packages, money is solicited, which will be used to buy what is needed. Checks should be sent to J. S. Bache & Co., bankers, 42 Broadway, or to Justin Tharaud, secretary of the committee, 25 West Broadway. Any contributions, no matter how small, will be gladly received.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 4, '16	Corresponding period 1915	Exports Jan. 1 to Nov. 4, '16	Corresponding period 1915
New York	539	234	11368	8401
Boston	123	105	3843	3922
Philadelphia .	6	....	686	2032
Baltimore	26	38	2874	6087
San Francisco	101	....	1240	1403
New Orleans	17	20	175	729
Portland, Me..	....	....	249	1091
Galveston ..	....	....	....	10
Newport News.	....	....	34	72
Portland, Ore .	29	12	47	153
Inland Points..	....	2	380	500
Total	841	411	20896	24400

From David Inglis & Co.'s Circular

TO	Shipments week end'g Nov. 4, '16	Corresponding period 1915	Exports Jan. 1st to Nov. 4, '16	Corresponding period 1915
Boston . .	123	105	4080	3912
New York .	539	234	11413	8401
Baltimore	26	38	3053	6087
Philadelphia...	7	. ..	684	2035
New Orleans	17	20	183	729
Newport News.	....	....	34	72
San Francisco.	101	....	1240	1433
Portland, Me..	....	....	484	1091
Galveston. ...	....	....	....	10
Portland, Ore..	....	12	18	153
Inland Points..	....	1	123	438
Total..	813	410	21312	24361

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The cry of the pottery manufacturers to-day is, "More ware!" One day a manufacturer will receive a report that approximately ninety per cent of the crews are working, and all seems serene. The following day the report will show that this or that crew is "off" and that only so many men are at work in other departments. This inability to secure sufficient workers has delayed shipments, and has caused orders to pile up in a manner unheard of before. Thousands of dollars' worth of unfilled orders are on file in every office, and not half of them can be shipped this year. The manufacturers are practically helpless. They have gone to extremes to secure production, but little has came from their efforts with workers.

* * *

Edward W. Clinton, who has been engaged in the pottery brokerage business here for the last five years, has taken a position with the Smith-Phillips China Co., and will travel in nearby States.

*

Morris Bergman, of New York, said to the writer: "I have bought $50,000 worth of ware, and it will all be shipped within the next three months." He left here for Clarksburg and Grafton, W. Va.

* *

E. G. Nickey, of Milwaukee, a well-known pottery salesman, spent a few days in the district lately.

* *

Pottery manufacturers were notified not to light kilns by the managers of the local gas office last Thursday. There was a slight cold snap, and time was lost in getting both glost and bisque ware through.

* *

W. W. Lang, manager of the Pittsburgh office of Kinney & Levan, was in the district a few days ago.

* *

The former plant of the William Brunt Pottery Co. has just been appraised at $6,000 and is to be sold at two-thirds of the appraised value. This will be a sheriff's sale to satisfy a judgment obtained by Mrs. Catherine Creighton. Two of the three appraisers were Monroe Patterson, of the Wellsville China Co., and Con Cronin, of the Standard Pottery Co.

* *

While pottery manufacturers in this district have contracts for coal delivery, many shipments are belated. Occasion has arisen when a car of coal has been needed immediately, and the manufacturers have been compelled to pay 14 cents per bushel, although the contract rate is from 7 to 10 cents.

* *

An overheated flue in the engine room of the Chester, W. Va., plant of the Edwin M. Knowles China Co. caused slight damage last Friday morning.

* *

The annual meeting of the United States Potters' Association will be held at the William Penn Hotel, Pittsburgh, commencing at 11 o'clock in the morning of December 5, and closing, according to contemplated plans, the following night. Charles C. Ashbaugh, now second vice-president, will no doubt be elected president for the coming year. The re-election of secretary-treasurer Charles F. Goodwin is a foregone conclusion. A friendly contest, as usual, is expected to be waged for third vice-president. One of the most interesting reports to be presented will be that of the Labor Committee, which has been unusually active since last January.

* *

F. J. Casterline, pottery buyer for Pitkin & Brooks, Chicago, spent a few days in the district recently.

* *

On account of the heavy demand for all present patterns, the Homer Laughlin China Co. will show only a limited number of new decoration for 1917.

* *

H. J. Blakeney, for many years representing the Fostoria Glass Co. and the Knowles, Taylor & Knowles Co. in Texas, with headquarters at Dallas, was here a few days ago seeking the representation of another concern in that State. During a conversation with the writer he was kind enough to say: "The CROCKERY AND GLASS JOURNAL has reached my home every week

since I have been in business, and I never want to be without it."

* *

A. M. Brown, who has recently entered the hotel supply business at Dallas, Texas, has been here securing his requirements for the first quarter of the new year.

* *

"Just look at that!" exclaimed the general manager of a pottery, as he opened his morning mail. Letters from three houses from which he had been buying different kinds of raw materials each announced an advance in prices. "It's almost a daily occurrence," he said.

* *

"Although we have numerous carload orders on file booked at former prices, we have been compelled to advise the buyers that they will have to pay an advance on the base of invoices," said a manufacturer this week.

* *

An effort is being made to establish a pottery at Sistersville, W. Va. Details are given in an advertisement under "Special Notices" in another column.

* *

Casks and barrels are the next things to be advanced, according to advices received by the pottery manufacturers.

* *

W. G. Jackson is now making a Pacific Coast trip with the Taylor, Smith & Taylor Pottery Co.'s lines.

BUSINESS BRIEFS.

The Denholm & McKay Co., Worcester, Mass., have recently enlarged and improved their establishment at an expense of many thousands of dollars, and now have one the largest and most up-to-date stores in Central Massachusetts.

The A. E. Hull Pottery Co.'s local office, in charge of Guy Cooke, will shortly move from the eighth floor of the Fifth Avenue Building to the salesroom on the second floor formerly occupied by Arthur A. Bean, in order to secure space necessary for an enlargement of the concern's line of kitchen ware.

A petition in bankruptcy has been filed against Abraham Gottlieb, dealer in cut glass and novelties, 95 Lenox avenue, this city. Among the creditors are E. Simoff $125, Wm. R. Noe & Sons $40, Basket Importing Co. $103, Samuel Newworth $241. Liabilities are stated to be $10,000 and assets $1,000.

The Chas. P. Schuller Cut Glass and Lamp Co. is planning to extend its business by opening salesrooms in Boston, Philadelphia and possibly Chicago on January 1. Desirable locations in the above cities are being sought, and the concern expects to be ready to make an announcement relative to the matter within a week or two.

IN TOWN.

Abbreviations—c, crockery; g, glass; hf, housefurnishings; l, lamps; t, toys; s, silverware.

IN addition to those noted under the head of "Personal," the following buyers were reported this week:

G H Mehl, hf, Donovan & Co, Lancaster, Pa. 116 West 32d.

J A Jackson, t. The R Simpson Co, Toronto. 45 West 34th.

F E Deubert, hf, c, g, Montgomery, Ward & Co, Chicago. 43 West 23d.

H M Hollander, hf, Manufacturers' Outlet Co, Providence. 116 West 32d.

C Dahlgren. hf, Rothschild & Co, Chicago. 215 Fourth ave.

J Donavan, t, W G Webber Co, Salem, Mass. 75 Spring.

P L Beck, c, t, Baltimore (Md) Bargain House. 254 Fourth ave.

G H Bub, hf, B Nugent & Bro, D G Co, St Louis. 470 Fourth ave.

R A Illsley, t, Barnard, Sumner & Putnam Co, Worcester, Mass. 75 Spring.

J W Waldorf, hf, Hochschild, Kohn & Co, Baltimore. 220 Fifth ave.

Felix Cohen, A Lisner, Washington. 43 West 23d.

TROUBLE WITH KILNMEN ENDED.

BY secret ballot on Monday the kilnmen of East Liverpool and vicinity voted to accept the ten per cent increase in wages as specified in a recent agreement reached between the United States Potters' Association and the officials of the National Brotherhood of Operative Potters.

There were 401 votes cast out of a membership of 528—268 favoring the acceptance and 133 against.

This action will insure against further trouble between kilnmen and manufacturers during the remainder of the life of the existing agreement.

The jiggermen, by a vote of 60 to 20, have also voted to accept the increased wages under the provisions outlined by union officials and manufacturers.

Kiln firemen will vote upon the question on Friday. This union consists of 125 members.

The pottery manufacturers of East Liverpool will go any reasonable lengths to obtain increased production; but their efforts in this direction, although heartily endorsed by the officials of the National Brotherhood of Operative Potters, have been frowned upon by certain local labor unions. The manufacturers increased the rate of wages, hoping thereby to secure greater efficiency

in workmanship and to reward faithful employes; but the kilnmen, disregarding all existing agreements, countered with: "We'll not accept any advance with 'strings' to it."

Secretary Charles F. Goodwin, of the United States Potters' Association, addressed a letter to President Edward Menge, of the Brotherhood, explaining the conditions imposed by the manufacturers and seting forth in unmistakable terms the fact that the manufacturers are willing to pay a premium to steady workers and to employes who respect agreements.

These terms have received the hearty endorsement not only of the entire membership of the United States Potters' Association, but of the officials of the National Brotherhood of Operative Potters, and in order to show the absolute fairness of the manufacturers, and the approval of the workers' organization, Mr. Menge has sent every member of the Brotherhood a copy.

The communication follows:

EAST LIVERPOOL, O., Nov. 1, 1916

MR. EDWARD MENGE,

Dear Sir: Referring to our conversation in reference to the conditions which are part of the recent advances agreed to between the U. S. P. A. and the N. B. of O. P., to take effect the first full pay after November 15, I feel that any workman who is willing to live up to our various past agreements and will study the conditions which are a part of the recent advance will see that they are simply an attempt to compel men who willfully disregard our agreements, to the cost of both their fellow workmen and the manufacturer, to either live up to our agreements or not receive the advance. I regard the advance as a premium given by the manufacturers to persuade the members of your organization to live up to our agreements.

CONDITION NO. 1—In regard to an employe being on the pay roll before it is obligatory on the part of the firm to pay the advance.—This clause does not apply to the workman who on account of conditions at any particular plant finds it impossible for him to get more than a few days per pay, and being paid as each day's work is done. Such workman is regarded as an extra or odd hand, and is entitled to the increase. It is intended to apply to that workman who willfully and intentionally draws his pay several times during the pay with the intention of not showing up the next day, and by such action throwing out a crew of his fellow workers.

If a man is working regularly at some plant, and for a day or so is out of work and secures these days at the plant of another manufacturer, such workman will for these extra days receive the advance as though he were a regular employe.

CONDITION NO. 2—In regard to absenting one's self from employment without a good excuse.—Certainly by the period of time of three months the manufacturers clearly show that there is no intention to penalize any fair employe, but only to try and stop the great abuse of staying away from employment "any old time." This is only to reach the chronic offender, and no employe who desires to be fair has the least fear of this condition. His fellow-worker will receive the benefit of his steady work.

CONDITION NO. 3—Working out notice and violating the discharge agreement.—This will never affect the thousands of employes who have always believed in a square deal for both sides, and it is only intended to penalize the one who refuses to be fair. In other words, this clause means that the manufacturer is paying the employe a premium for living up to the "Astor Agreement."

CONDITIONS NO. 4 AND 5—These are both merely demands that the employe live up to our wage agreements, and the reward for so doing is the increase. Surely no one can deem it unfair for one side of an agreement to ask the other side to live up to our signed agreement; and I cannot see where any fair-minded employe, if he will read our agreements, can question either of these conditions. They will only affect the employe who refuses to abide by his side of the agreement, but expects the manufacturer to live up to his part of it. Most of the thousands of employes do and are willing to live up to our agreements, and these clauses will only touch the intentional and deliberate offender.

I might say in reference to the apprentice kilnmen that there will be no disposition on the part of the manufacturer to take advantage, and the past experience on this question is evidence enough of our fairness. While it is understood that no extra apprentice will be asked unless the crew are making to exceed twenty-one days per pay, I believe that in many cases the time will exceed this figure before the request is made for the extra apprentice. In other words, as long as the kiln crew are fully able to take care of the work and see that kilns come regularly, no firm is going to insist upon the extra apprentice. Surely if there are sober, competent kilnmen to be had, one week's time to secure such kilnmen is notice enough for the kilnmen to make good on filling out the crew.

The condition in regard to dipping, on the helper question, is intended to prevent some dipper, simply because some condition peculiar to some other plant makes an extra assistant necessary at times at that plant, demanding that he be given the same extra assistant.

In other words, there is not a single condition but which is for the real benefit of each worker and his craft, and the living up to them would bring about that true co-operation which every business must have in order to work to the best interests of all concerned. The whole idea of the manufacturer has been to do something that would be an inducement for each employe to work to his own interest as well as the manufacturer's by being on the job and treating the whole situation with a spirit of fairness and square dealing.

Yours very truly,

CHAS. F. GOODWIN,

Sec'y U. S. Potters' Association.

MAN'S UPLIFT DEPENDS ON THE HOME.

"I HAVE always felt that upon properly-appointed and becoming dwellings depends, more than anything else, the improvement of mankind," said Disraeli. "To sit in the evening in your comfortable armchair, to look around you and know that everything you see there is your very own and that you have obtained it all so that you practically do not feel the cost; to know also that if you, the breadwinner, were suddenly called away your home would still be your wife's or your family's—that is one of the pleasures of life indeed. It is a pleasure which gives you new heart in your work in the world. It sends you out every morning determined to get on and earn more money; and because of that determination you do become worth more money."

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, INC.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 23, 1916.

THE annual convention of the United States Potters' Association will begin in Pittsburgh on December 5. With labor troubles, price conditions, and the five and ten cent store problems, the members will have plenty to talk about. The tariff question may not enter much into their deliberations, for under the present administration changes are unlikely.

UNPARDONABLE.

THE other day a certain individual entered a downtown establishment, walked into the private office without knocking, strode with a boldness not altogether unconnected with a generous luncheon up to the proprietor, who was engaged in conversation with a customer, and assuming an air of familiarity launched out on his own business. He was politely turned down; and after he had gone the door-man was instructed to never let him enter again. He will possibly wonder in the future why he cannot get an audience.

This is, of course, an exceptional case. The average salesman is diplomatic and tactful, to say nothing of having common sense. But it is not at all unusual for a convivially-elate salesman to call on one whom he regards as a close friend. Presuming on that friendship, he makes himself at home, swaggers around, calls the man by his first name, sits down without invitation, and is generally obnoxious. That he is not kicked out is because of the house with which he is connected.

The man who has anything to sell cannot be too careful in his personal appearance and manner of approach. Certainly he should do nothing to antagonize his possible customer. Undue familiarity should be strictly avoided. A man from whom favors are expected demands a certain amount of respect. Even an intimate friend will resent intrusion; and no one cares to talk to a half-intoxicated man.

INTEREST LACKING.

AS usual, the attendance at the meeting of the Pottery, Glass and Brass Salesmen's Association last Friday was small. In one way this is a compliment to the management, as showing that the members are entirely satisfied with the way the organization is conducted. That, or else they are careless about the whole thing. But probably the former is the case, as is evidenced by the financial condition and the number of members.

A little more interest, however, ought to be shown in both meetings and balloting. Last year less than half the members voted.

The suggestion that an evening meeting would bring out more members was well received, but it will be a year before that can be tried, because the matter must come up before the annual meeting in December, and there will be no other meeting except for special business until the fall of 1917.

PERSONAL.

THE popularity of John Nixon, local representative of the Fostoria Glass Co., is something to be envied. Scores of inquiries are made every day at his office, while the flowers, fruit and other remembrances which have arrived daily at the hospital and his home in East Orange since his recent serious accident are further indications of the affectionate regard in which he is held. His remarkable recovery is the source of as much wonder as gratification. His recuperative powers have proved greater than those of most men many years his junior. His wounds are all healed, and he looks "as good as new," as one of his friends expressed it. He is now going out every day, and is expected back at his office very soon.

C. F. Patten, of Koscherak Bros.' traveling staff, was looking unusually happy on Monday after completing a very successful tour of the New England States.

J. W. Hermann, formerly connected with the New York office of the J. D. Bergen Co., and who for the

past year has been at the factory in Meriden, Conn., has again joined the New York staff and will cover the trade in the city and vicinity as before. Mr. Hermann has many friends here who will be glad to welcome him back.

⚜

The Seventh Regiment is expected back from McAllen, Tex., next Monday night, bringing with it Lambert Dorflinger, of C. Dorflinger & Sons, and William Friedlaender, of Oscar O. Friedlaender, Inc.

⚜

A. Fred Tepe, traveler for Hugh C. Edmiston, returned last Saturday with a substantial list of orders after spending a month in Pennsylvania and contiguous territory.

⚜

J. H. Smith, of the Cox & Lafferty sales force, arrived at headquarters on Monday for one of his customary brief visits, departing on Wednesday for a tour of Pennsylvania.

⚜

James J. Temple, New York representative of L. Bernardaud & Co., left on Sunday night for a trip through the Middle West.

⚜

Ed. Craig, manager of the New York office of the United States Glass Co., left on Tuesday night to spend the week between the concern's headquarters at Pittsburgh and Factory R at Tiffin, O.

⚜

Harry E. Smith, secretary and treasurer of the Guernsey Earthenware Co., Cambridge, O., arrived in town on Tuesday to consult with the concern's local selling agents, Bates & Ledden, and to attend the Hotel Men's Convention being held this week at the Grand Central Palace.

⚜

Harry L. Seixas, who travels in the interest of James Boote, is expected home the last of this week from a three months' trip through the West.

⚜

Frank S. Clark, of Pittsfield, Mass., was in the market the first half of the week completing his purchases of housefurnishings, china and glass for the holiday trade.

⚜

C. B. Joseph and H. E. Hoertkorn, manager and designer respectively for the Oriental Sales Division of the Dohrmann Commercial Co., are expected back from a visit to Cleveland and other cities on Saturday or Monday, when they will leave immediately for the San Francisco office.

⚜

Albert Rehberger, of the Saul Mfg. Co., was back at his desk on Monday after adding considerably to the concern's business as the result of his efforts for the past several weeks in Pennsylvania and New York State.

⚜

Sam. P. Arnold, traveling representative for Mogi, Momonoi & Co., returned to New York on Saturday after registering a fine lot of business on a trip that took him as far as Chicago.

⚜

Leonard Stock, who has been on the road with samples of Ahrenfeldt china for H. C. Kupper, came home Saturday with a record-breaking lot of orders. He has been over this same territory for more than twenty years and never had such business.

⚜

W. A. Lathrop, of L. Barth & Son, was able last week to leave the Post-Graduate Hospital, where he had been confined for some time with a severe attack of inflammatory rheumatism. He is recuperating rapidly at his home, and hopes to be at business again soon.

⚜

The marriage of Charles Mertz Franzheim to Miss Edna Akins took place at Wheeling, W. Va., Nov. 15. Mr. Franzheim is the son of the late Chas. Franzheim, who was president of the Wheeling Potteries Co. The young man is in the potters' supply business, and is popular in the trade. The bride is one of the belles of Wheeling's select society.

⚜

Ira A. Jones, of the Ira A. Jones Co., manufacturers' agents, Chicago, and Oscar C. Helm, of the company's traveling staff, were calling on a number of their friends here this week.

⚜

Malcolm Moore, who for the past five years has been associated with the advertising firm of F. Wallis Armstrong Co., Philadelphia, has entered the Blaisdell Paper Pencil Co., of that city, as a principal, and will give his special attention to the direction of its sales policies. Mr. Moore is making plans for still more extensive advertising of Blaisdell pencils, and new and aggressive selling plans are in process of installation.

⚜

Fernand Desmaison, with L. Bernardaud & Co., returned on Monday from a trip to a few of the principal cities in Canada. As usual, he met with success everywhere.

⚜

E. W. Hammond returned on Friday from a visit to the Knowles, Taylor & Knowles factory, East Liverpool, O., and the Clay Casting Co.'s plant at New Cumberland, W. Va., whose output he will handle. He was highly enthusiastic over the up-to-date equipment of the new factory and says there will be nothing

to beat it for efficiency in the making of items by the casting process. The concern expects to be in operation very shortly, and will be ready to make shipments by January 1.

Henry R. Shirley, of the Maddock & Miller force of travelers, came back to New York on Saturday all smiles after finishing a very successful trip to the Coast.

Joseph Hurd and C. H. Hennings, with W. S. Pitcairn, Inc., are home from their respective territories. Both found plenty of business.

James P. Gordon was making a feature of new open stock dinnerware patterns from Jones, McDuffee & Stratton Co., Boston, in his exhibit at the Hotel Imperial the first half of this week.

SALESMEN NOMINATE OFFICERS.

PURSUANT to a call to nominate officers for the Pottery, Glass and Brass Salesmen's Association, about fifteen of the members met in the rooms of the Crockery Board of Trade at noon on Friday, the 17th—viz.: J. D. Dithridge, president; E. F. Anderson, Joseph Burroughs, A. H. Hays, W. W. Magee, Thos. G. Jones, Frank W. Primrose, R. E. L. Wells, John V. Storck, D. C. Tracy, L. D. Seixas, D. K. Irwin, J. F. O'Gorman, H. R. Handy and Geo. M. Jaques.

The president stated that while the nominating committee had recommended a list of names, any member had the right to propose whom he chose. He read the list, and after several additions had been made nominations were made as follows:

For president, J. Duncan Dithridge; vice-president, D. King Irwin; treasurer, Geo. Hamilton; secretary, Jos. F. O'Gorman.

For directors to serve three years: John Nixon, W. W. Magee, Lee Schoenthal, John V. Storck, E. W. Hammond, D. C. Tracy—three only to be elected.

For territorial vice-presidents:

San Francisco—M. K. Lindner.
Chicago—Oscar W. Eckland, E. M. Meder (one to be elected).
Buffalo—A. H. Sharpe.
Boston—Paul M. Phillips, J. W. McClelland (one to be elected).
Baltimore—A. D. Seeman, Howard S. Bokee, Joseph S. Walker (one to be elected).
Philadelphia—Adelbert S. Baker, J. Guy Hawthorn (one to be elected).
Pittsburgh—Albert Binswanger, Chas. Reizenstein (one to be elected).
Montreal—A. J. Tourangeau.
Toronto—H. E. Patriarche, Wm. Junor (one to be elected).
East Liverpool—W. C. Lynch, Mark Donaldson (one to be elected).
Cleveland—Chas. J. Dooley, Wm. M. Oddie (one to be elected).
Wheeling, W. Va—Victor G. Wicke, Chas. B. Ott.
St. Louis—Thos. H. Lohr.
Detroit—Leon Neubrick
Trenton—D. W. Scammell, F. W. Banford (one to be elected).
Atlanta—J. D. Dobbs.
Syracuse—Walter B. Kerr.
Albany—E. H. Wade.

L. D. Seixas begged the privilege of the floor to say that if the meeting for nominations could be held in the evening he thought many more would attend. He suggested that a room, preferably in a hotel, be engaged. The Association had plenty of money and could afford to spend twenty or twenty-five dollars.

The president ruled that as this meeting was for the nomination of officers only, the proposition could not be entertained. Informally, however, there was quite a little talk on the matter.

The date of the annual election was fixed for Tuesday, December 19.

AN INTERESTING SHOW.

ONE of the most attractive shows the Grand Central Palace has housed for a long time is the National Hotel Men's Exposition, which opened there on Tuesday.

An exhibit that attracted considerable attention from visitors was the hotel ware of L. Straus & Sons, which is located in a prominent position on the main floor near the entrance. The space is tastefully fitted up, and there is an interesting display of fireproof cooking ware—a line on which the concern specializes—glassware in various designs, and china in special decorations. The exhibit is in charge of H. V. Keenan.

L. Barth & Son have a demonstration of china decorating, together with a display of silverware, glassware and other things for hotel use.

Joseph Heinrichs shows metal ware specialties; the Auto Vacuum Freezer Co. have their devices on view; the Icy-Hot Vacuum Bottle Co. extol the merits of their product, and there are scores of other displays of household specialties, furniture and foodstuffs.

SHE DIDN'T BUY.

MRS. JENKINS had a passion for the old and curious. One day when rummaging about in a bric-a-brac shop she noticed a quaint figure, the head and shoulders of which appeared above the counter.

"What is that Japanese idol over there worth?" she asked.

The salesman replied in a subdued tone: "About half a million. That is the proprietor."

THERE'S no virtue in "money back" if a scowl goes with it.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Quite a flurry was evident among buyers during the past few days over the prospect of being notified that selling lists for glassware are more than likely to be advanced on or about January 1. The manufacturers say that new labor laws, shortage of help and increased prices of raw materials are such that selling prices have to be made to conform with cost of production. The demand is the heaviest noted in many seasons, and is expected to continue. The entire general line of glassware is called for.

John Kunzler, secretary of the Glass Association, thought it wise to take a few weeks' vacation, and no one knows where he and Mrs. Kunzler are located. One report has it that they have gone for a holiday "back among the West Virginia mountains."

The shortage of boys in the glass factories is causing manufacturers considerable worry. The plants are unable to secure normal production without the aid of the boys, and they work just when they please. They are receiving the highest wages ever paid for this class of labor, but the manufacturers have not up to this time been able to keep them working steadily.

Among the buyers in the district during the past few days were Mr. Alexander, in charge of the lighting glass department for Sears, Roebuck & Co.; F. E. Deubert, manager and buyer of the housefurnishings department of Montgomery, Ward & Co., and Mr. Marsden, of the Liberty Cut Glass Co., Philadelphia, Pa., and Egg Harbor, N. J.

Taking time by the forelock, and in the belief that a shortage of gas is bound to exist this winter, the United States Glass Co. has completed arrangements to use oil for fuel. Mammoth storage tanks have been erected by the company, and a tank auto truck will distribute the oil to all the company's plants in this locality. By this method the steady operation of factories is assured. Changes have been made in furnaces so that when gas is short it will require but a few moments to turn on the air pressure and light the oil flame. For some time the company has been following this plan at its Gas City, Ind., factory, and successful production has resulted. Western and Southern oil, delivered here in tank cars, is being used.

Should the Pennsylvania State Commissioner of Health succeed in putting his idea of eliminating the glass milk bottle, and substituting one of paper, into effect, thousands of dollars' worth of business will be lost to the manufacturers. Glass workers and employers alike will strenuously oppose the proposed ruling.

Over one hundred rooms have so far been engaged at the Ft. Pitt Hotel for the forthcoming glass exposition. This will be by far the largest exhibit ever arranged by the trade. Among the reservations made this week was that of the Smith-Phillips China Co., of East Liverpool.

Ira Clark, sales-manager for the John B. Higbee Glass Co., Bridgeville, Pa., has returned from his annual vacation. Mr. Clark always waits until fall to take a holiday; then with guns and dogs hies himself to the mountains and camps for a fortnight.

Frank E. Freese, of the United States Glass Co., has been named a member of the Prosecution Bureau of the Pittsburgh Association of Credit Men for the 1916-1917 term. Mr. Freese has been active in Credit Association work for years.

Western buyers of glassware will be glad to learn that the Pennsylvania Railroad Co. has announced that its two chief lines west, the "Ft. Wayne" and "Panhandle," have been cleared of congestion.

The annual meeting of the Hazel-Atlas Glass Co. will be held at the offices of the company at Wheeling, W. Va., next Tuesday.

Fifty leading glass manufacturers from various parts of the United States this week made a tour of

West Virginia. The party left Toledo, O., in a special train Monday morning, and visited the Charleston and Huntington districts, going from there to Muncie, Ind.

George Macbeth, of the Macbeth-Evans Glass Co., has been enrolled as a member of the local Chamber of Commerce as a result of the present campaign for members. This company will occupy an entire floor in the new Chamber of Commerce office building when the latter is completed about April next.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 21, 1916.

GOTHENBERG

5	packages	chinaware	C Dahlen
19	"	"	J H Venon

ILOILO

4	packages	chinaware	L Straus & Sons
20	"	"	Sing, Yuen & Co
9	"	"	E Torlotting
121	"	glassware	Graham & Zenger
28	"	"	A Woudstra
26	"	earthenware	F Bing & Co

LONDON

2	packages	glassware	J Wanamaker
1	"	"	Davies, Turner & Co
5	"	"	A J Taylor
11	"	"	Thomas & Pirson
2	"	"	A T Co
5	"	earthenware	G Gennert
20	"	toys	Lindt Chocolate Co

LIVERPOOL

11	packages	earthenware	Fondeville & Van Iderstine
59	"	"	Maddock & Miller
9	"	"	J Davison
10	"	"	Alpers & Mott
17	"	"	G Collamore & Co
5	"	"	W H Plummer & Co
89	"	"	W S Pitcairn
4	"	"	G W Sheldon & Co
4	"	"	Rowland & Marsellus Co
26	"	"	Meakin & Ridgway
19	"	"	E Boote
5	"	"	Downing's Foreign Express
6	"	"	L Straus & Sons
31	"	"	L A Consmiller
45	"	"	G F Bassett & Co
2	"	"	Tarrant & Co
13	"	"	Guaranty Trust Co
8	"	glassware	Davis Collamore & Co
3	"	"	A G A Higerty
64	"	"	T W Morris & Co
32	"	"	S Bache & Co
6	"	"	W H Plummer & Co
17	"	chinaware	Vogt & Dose
21	"	"	T S Todd & Co
6	"	"	Rowland & Marsellus Co
13	"	"	J Davison
18	"	"	W S Pitcairn
20	"	"	Meakin & Ridgway
1	"	toys	I P Roosa
3	"	"	T S Todd & Co

YOKOHAMA

345	packages	chinaware	Strobel & Wilken Co
162	"	toys	" "

KOBE

176	packages	chinaware	Strobel & Wilken Co
84	"	toys	" "

BORDEAUX

1	package	chinaware	Southern Pacific Co
13	"	"	Gimbel Bros
6	"	"	Duveen Bros
5	"	"	Davis, Collamore & Co
4	"	"	Reddin & Martin
5	"	"	Snow's U. S. Sample Express Co
3	"	earthenware	Ovington Bros & Co
2	"	toys	H Maillard
15	"	"	J Wanamaker
18	"	"	Grey & Grey
1	"	"	B Sirotla

HAVRE

5	packages	chinaware	F W Masters & Co
5	"	glassware	Fondeville & Van Iderstine
5	"	"	S Bache & Co
6	"	toys	Geo Borgfeldt & Co

GENOA

2	packages	glassware	Davies, Turner & Co
52	"	"	R F Downing & Co
1	"	chinaware	Tice & Lynch
10	"	"	R F Downing & Co

HOW TO DRILL HOLES IN GLASS QUICKLY.

IN a recent issue of the "Scientific American" was an item relative to boring holes in glass, in which the writer indicated that with his process twenty-four hours would be required to drill a hole in one-fourth-inch plate. A subscriber to the "National Glass Budget" comes back at the statement after this fashion:

"I have a glass drill which I use on a common iron drill press and can drill a hole in one-fourth-inch plate glass in from fifteen to thirty minutes. The same device will drill a hole from one-half inch to six inches in diameter, and I guarantee that it will not chip the edges of the glass. A few weeks ago I developed this process when I had twelve holes to drill in four-inch strips, the holes being three inches in diameter, for ink wells at the postoffice. I have had twenty-two years' experience in glass hole drilling; have used brass pipe, files, gas pipe, etc. In drilling a small hole I find that a common saw file, with one edge rounded, leaving two corners to drill, and the point of the drill sharpened in the shape of a common table knife, renders good service. I grind this on a grinding stone or glass-beveling machine, so as not to destroy temper of file. Holes over three inches I always cut with a circular cutter. I cut one side and then tap my cut. After this is tapped an one side I turn my plate to the other side, making another cut on that side, thereafter tapping this cut. This is done so as to give a clean cut on both sides. Then I cut a five-cornered star in the center of this hole, leaving all five

points touch the circle, and find it is the safest way and yields the cleanest cut."

A CAVSE OF VNREST.

UNDOVBTEDLY for everything there is an ample cavse; far be it from the likes of me to knock on natvre's laws. Bvt why do modern architects assume that U is V, and carve in stone that palpable and bold absvrdity? The langvage vsed to be so poor, so terribly in debt, that it never covld afford a U to grace the alphabet.

Bvt now that we possess the U, with soft and graceful cvrve of vnexcelled docility and willingness to serve, why do they carve Vnited States and Pvblic School, and svch, and make the English langvage look as fvnny as the Dvtch, with Restavrant and Pvllman car and Vniversity, and other marks of edvcational perversity?

That V impresses some of vs as cheap and gavdy blvff, which parvenves may pvll in place of more svbstantial stvff; bvt people who are fashioned ovt of vnpretentiovs dvst view all svch affectations with an vnassvmed disgvst. Svch exhibitions always make me very glvm and blue. Now, honest injvn, don't they have the same effect on yov?



Nick and Pull and mark for profit.

Use the pencil that makes clear, clean price marks on china, glass, metal, art objects and all smooth surfaces. Use the pencil that you don't have to whittle and waste the lead; that saves both time and temper—the Blaisdell China Marking Pencil. Also makes bright, attractive colored signs that you can use in your store and windows to draw new trade.

BLAISDELL CHINA MARKING PENCILS

No. 173 Black	No. 166 Brown	No. 170 Yellow
No. 141 Light Blue	No. 168 Blue	No. 171 Green
No. 164 White	No. 169 Red	No. 172 Purple

Price $1.35 per dozen; $13.50 per gross.

No. 163 black contains a lead not so thick as No. 173. The price of 163 is $1.20 per dozen; $12 per gross. Order by number from your jobber or stationer.

Blaisdell is a complete line of pencils—*every* kind for *every* commercial purpose.

Blaisdell Paper Pencil Company
PHILADELPHIA

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

RESPONSIBLE commission agents wanted to represent a reliable cut glass firm manufacturing an extensive line of popular-priced and rich engraved glassware. A big line of "live" items. Address A 105, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

FOR SALE OR LEASE.

LARGE four-story store, 30 x 130 feet; double cellars; 335-337 River street, Troy, N. Y. In center of business district. Address G. R. GREEN, 97 Fourth Street, Troy, N. Y.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

TO LET.

TO CUT GLASS OR LAMP MANUFACTURER.—A separate display room, 210 square feet, with fixtures, in salesrooms of silverware manufacturer. Unusual lighting facilities. Exceptional opportunity for fine display in very best location uptown. Address A 104, this office.

BUSINESS OPPORTUNITIES.

EXPERIENCED cut glass and china salesman, twenty years' experience, open for a popular-priced line for the coming year. Large established trade throughout the West, Middle West and South. Address A 107, this office.

POTTERY INDUSTRY WANTED.—A particularly attractive opportunity awaits the manufacturer who will establish a pottery in Sistersville, W. Va., a city of extraordinary natural resources on the B. & O. R. R. and Ohio River. Cheap electric power, eight-cent natural gas and financial assistance are offered to the man who can make good. Address CHAMBER OF COMMERCE, Alfred Jenkins, Secretary.

CHICAGO SALES AGENCY—Wish to connect and represent factory making medium-grade rich cut glass; also factory making stone engraved blown glassware lines. Having over thirty years' experience in selling above lines to department stores, jewelers and mail-order houses throughout the Middle West. Will arrange with good, responsible factories only; also only on special terms as to salary or commission. Will maintain a Chicago salesroom and travel some from Chicago in Wisconsin, Michigan, Iowa and Illinois. Address A 108, this office.

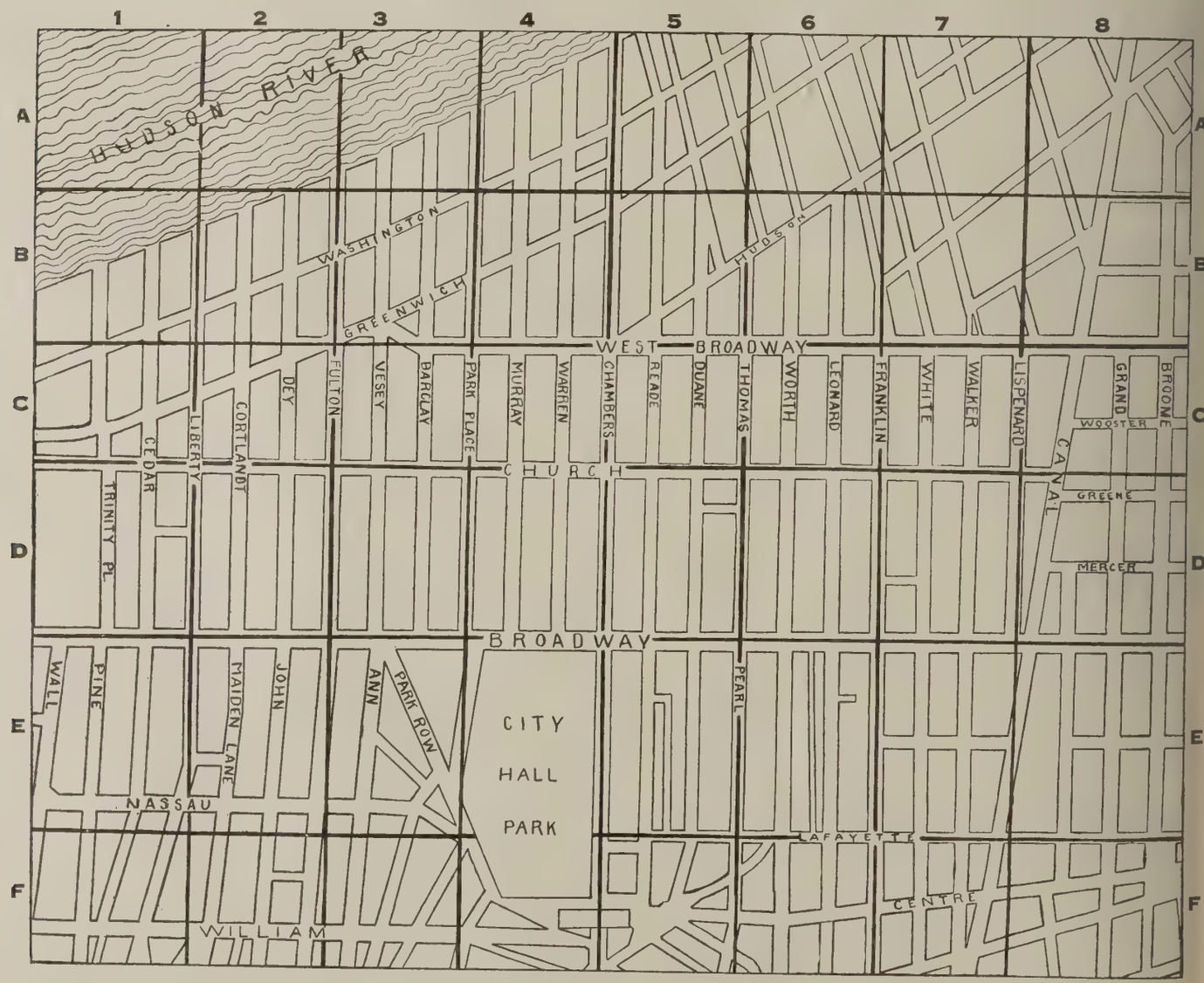
THE TIME TO SAVE MONEY.

PRESUMABLY every young man knows, as a physical fact, that he can do nothing next year which he cannot, in some degree, do to-day. He will not grow wings, nor overcome the law of gravitation, nor subsist without food. But he is always prefiguring a future in which his mind will operately differently. The time will certainly come when he realizes that there is no future, but only an indefinite extension of to day, says the "Saturday Evening Post." The important question is whether that time will come early enough in life to do him any particular good.

A lazy man cannot possibly make himself industrious in the future; nor a tippling man sober; nor an extravagant man economical. If it is done at all he must do it at an immediate present moment—at some "right now!" No man ever saved a penny in the future, nor ever will. He has got to save the penny in his hand at the moment, or he will be broke to the day of his death. That is clear enough to anybody who will think about it. To save the penny in hand he must resist the temptation to spend it. Imagining himself next year as resisting the temptation to spend a

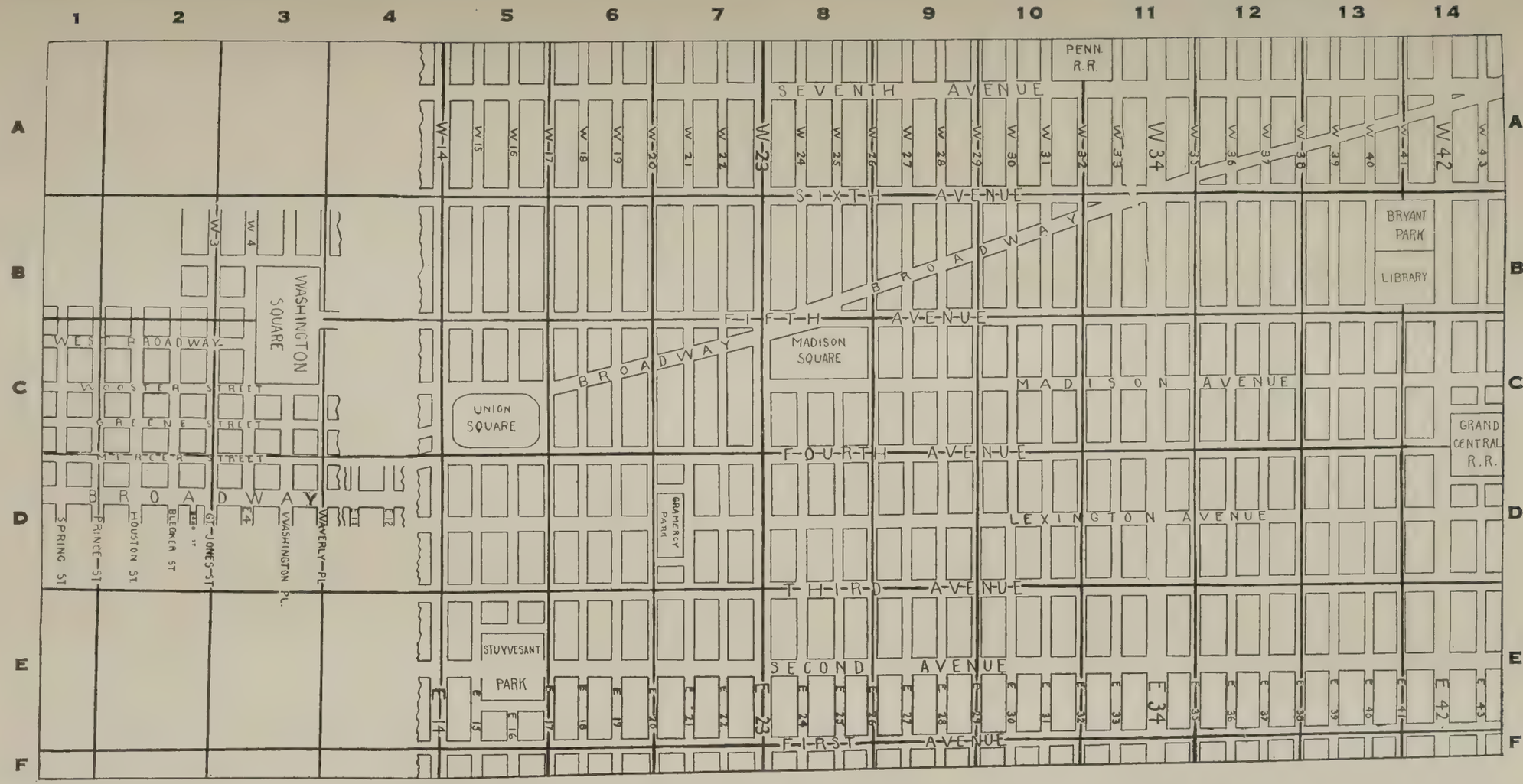
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Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar O., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Straus, L., & Sons, 42-46 Warren St..... C 4
Tarentum Glass Co. 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

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Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Brech, Albert J., 31 Union Square.....C-5

Colonial Co., 145 W 18th.....A-6
Cox & Lafferty, 1140-1146 Broadway..... B 9

Dela Croix, C. J., 19 Madison ave.....C-8
Dohrmann Commercial Co., 85 Fifth ave ..C-6

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave ...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
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Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave..... C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co., 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6

United States Glass Co., 24th St. & B'way. B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

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handful of pennies will do him the same good that the drunkard gets out of imagining himself reformed next year. Every year that he does not resist weakens his ability to resist.

This spending business is as much a matter of habit as tippling. It is within the knowledge of everybody who has the ordinary circle of personal acquaintances that, after a certain time, the man who lives up to the limit of his income—which about nine times out of ten means a little beyond—accepts that as a normal condition and just automatically spends whatever he gets.

At twenty a man lives largely in an imaginary future. At thirty he seems still to have fairly incalculable powers and opportunity to draw upon. At forty he begins to realize what he fully knows, probably, at forty-five—namely, that he has already spent his future in the sense that he has largely shaped and fixed it; so that it will contain nothing essentially different from what he himself has already put into it.

If he can realize by thirty that he is spending his future every day it will be a good thing for him.

NOT AT ALL.

THE Government is gathering statistics concerning the manufacture and cost of glassware, and naturally came to the office of this paper for information on the subject. In the course of the interview importations were referred to, and some figures were given.

"Most interesting!" said the visitor. "Where did you get those statistics?"

He was handed a volume issued by the Government.

"Why," he exclaimed, "that book was published in our own office. But I never thought of digging out and collating the figures. Funny, isn't it?"

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Dorflinger, C., & Sons 3, 27
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Benedikt, H 27
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Fostoria Glass Co 27
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Heisey, A. H., & Co., Newark, O 29
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CROCKERY and GLASS JOURNAL

NEW YORK, NOV. 30, 1916.

THE CONDITION OF BUSINESS.

New York

With the coming of Thanksgiving the wholesale trade reaches pretty nearly its end for the season. The travelers will now settle down for a long rest. Their business has been to take orders for spring delivery; for both manufacturers and importers, with a few exceptions, are out of stock.

It has been a wonderful year for orders, but, deliveries not having been up to the mark, business has not been as remunerative as the activity would indicate.

Calls for goods for immediate delivery will continue up to Christmas, and possibly through to the new year, buyers taking almost anything they can get their hands on.

While the importers still have wares on their shelves, they are principally of the ornamental variety. The dinnerware stocks are "shot all to pieces," as one member of the trade expressed it.

Goods that have not moved for years have been taken within the last few months, and it is astonishing how quickly they have moved in the hands of the retailers. Goods that the latter would not look at aforetime have proved good sellers and profit-makers. This shows that individual judgment in the buying of crockery and glass is not always to be relied on. Of course it is well understood that things which ordinarily sell well in some sections of the country will be a positive failure in others; but just now it seems as if anything would sell anywhere. As a result the warerooms are being stripped to the bone.

Retail trade is good all over the country—in some places remarkably so. The exceptionally fine autumn weather has no doubt had a great influence on trade, permitting shoppers to go out almost every day. New York city has been doing a wonderfully good business. There have been many attractions to bring people from out of town, such as the Horse Show, the Opera the football-games, etc , and the crowds have been unprecedented. Last Saturday and Sunday every hotel was jammed from cellar to roof, and thousands who were unable to get accommodations in first or second class hotels had to be contented with third or fourth rate hostelries and even boarding houses. This all helps the crockery trade. The more people the hotels care for, the bigger the breakage of crockery and glass. No wonder the demand for hotel china is so great.

After the Christmas holidays, what? Are there to be special sales? If so, where will the goods come from, unless buyers use what they have in stock? And if the spring trade is as big in proportion as the fall trade, where, again, are the goods coming from? It is true that their unfilled orders for fall delivery will carry them over into the spring; but a large proportion of these were sold before they were ordered.

There is every indication of further advances in the prices of both crockery and glass, and buyers are asking, "Where and when are these advances to end?"

Pittsburgh and Vicinity

Glassware is now being bought for 1917 delivery, and current orders are above normal for this season of the year. Manufacturing costs are soaring. Raw materials continue to be advanced almost weekly, and the end is not in sight. No surprise will be occasioned should selling lists continue to advance in keeping with the raw material markets. Buyers want merchandise, and the higher cost of ware is not stopping them from placing their requirements.

East Liverpool and Vicinity

Production of pottery is showing an increase, the cold weather causing workers to report with more regularity, and orders are being taken care of as rapidly as possible. Merchandise is wanted as never before. Many orders for 1917 delivery are being placed. All labor troubles in the plants in this district seem to have passed by.

MONTHLY SUMMARY OF IMPORTS.

THE imports of earthenware, stone and china ware for the month of September, 1916, compared with the same month in the preceding year, were as follows:

	1915	1916
Great Britain	$140,871	$162,032
Austria	4,720	
France	85,227	70,916
Germany	78,254	5,321
Japan	184 278	181,158
Other Countries	33,411	49,136
Total	526,761	468,563

FOR NINE MONTHS ENDING SEPTEMBER.

	1914	1915	1916
Great Britain	$1,790,809	$1,658,556	$1,560,538
Austria	353,333	145,150	81,601
France	954,095	699,128	774,966
Germany	2,645,833	1,266,341	305,860
Japan	1,024,981	931,771	1,046,703
Other Countries	244,694	312,570	422,859
Total	7,013,745	5,013,516	4,192,527

TOYS.

	1915	1916
Germany	$217,809	$ 630
Other Countries	95,108	108,575
Total	312,917	109,205

FOR NINE MONTHS ENDING SEPTEMBER.

	1914	1915	1916
Germany	$4,206,056	$2,139,824	$364,549
OtherCountries	1,018,749	576,657	712,115
Total	5,224,805	2,716,481	1,076,664

GLASSWARE.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1915	1916	1914	1915	1916
$25,285	$39,573	$1,719,711	$836,142	$385,799

CHINA CLAY.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1915	1916	1914	1915	1916
$134,568	$119,362	$1,396,480	$868,873	$1,177,242

HYDRATE OF POTASH

Containing not more than fifteen per cent of Caustic Soda.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1915	1916	1914	1915	1916
	$2,833	$197,148	$100,180	$10,849

ARTICLES OF METAL ENAMELED OR GLAZED WITH VITREOUS GLASSES.

SEPTEMBER		FOR NINE MONTHS E'D'G SEPTEMBER		
1915	1916	1914	1915	1916
$7,434	$40,600	$574,243	$299,684	$196,980

HINTS FOR THE HOUSEWIFE.

FRAGILE china of intricate designs, full of knobs and curves, should be reserved for infrequent use. The plain shapes and small inconspicuous decorations bought from open stock give the best service with the least amount of work and trouble in their care.

All teapots, pitchers, etc., should have openings large enough to permit the hand to be inserted in washing them.

In cooking utensils no one class may be recommended to the exclusion of all others, but different kinds should be procured for different uses. Earthenware for baking and casseroles in which the food may be both cooked and served are labor-savers.

The shape of a kettle has much to do with the rapidity with which its contents heat; so in buying double boilers, teakettles, etc., the ones which are broad at the base are best for quickest boiling results.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Prices of glassware have been advanced approximately ten per cent, as foretold in this column a fortnight ago. On pot bar goods the former discount was 45 per cent; now it is 40. On lead blown ware, which includes all cuttings on lead blown blanks, tumblers, stemware and jugs, the discount has been changed from 45 and 10 to 45 flat. On all table glassware where the discount was formerly 50 it is now 45. Even at these discounts prices are not being guaranteed by the manufacturers. Factories are accepting orders only on the basis of the present market, and if it is found that manufacturing costs continue to skyrocket there is bound to be a further increase in the selling lists. No complaints are heard. Buyers must have goods, no matter what prices may prevail.

A new wholesale house, the Potts, Crowell & Gifford Co., has been opened at Memphis, Tenn. The gentlemen named were formerly associated with the Memphis Glass and Queensware Co. They were in the market a few days ago buying glassware, and from here made a trip to the East Liverpool potteries.

A special meeting of the board of directors of the Western Glass and Pottery Association was held at the Ft. Pitt Hotel this week to work out plans for the annual banquet.

The United States Glass Co. has notified all its traveling salesmen to remain at home until further notice. "When they will start out again will not be determined until late in January," said President M. G. Bryce to the writer.

Joseph Rent, of the Duncan & Miller Glass Co.'s sales force, is now dividing his time between the factory and his home in this city. Bert Graeser is also engaged at the factory office.

Walter Leopold, for many years with the sales force of the Kinney & Levan Co., Cleveland, and now head of the May-Leopold Co., Steubenville, O., was here a few days ago buying glass. "We are preparing for the busiest holiday trade we have ever experienced," he said.

Although the stand lamp season is practically over, manufacturers of these lines continue to report the receipt of orders. Sales during the fall have been the largest they have ever experienced.

The United States Glass Co., has just issued a 124-page price list of the lead blown ware and cut bar lines made at factory "R," Tiffin, O.

Glassware buyers have been exceptionally active in this market of late, more of them visiting the district this fall than ever before at this season of the year. Among those here recently were Silas Ichenhauser, Evansville, Ind.; Fred Lyons, Louisville, Ky.; Mr. Frank, of Frank & Haller Co., Chicago; R. Harry Loosley, president Corona Cut Glass Co., Toledo, O.; Maurice Caro, for Mitchell, Woodbury Co., Boston; C. R. Brown, of Sunshine Cut Glass Co., Cleveland; Messrs. Semler, Newland, Sollmann and Deal, for Geo. Borgfeldt & Co., New York; Will J. Casey, for McDonald Bros. Co., Minneapolis.

Samuel P. Kinney, of the Economy Tumbler Co.'s sales force, spent a few hours here recently making final arrangements for his exhibit at the Ft. Pitt.

Victor Wicke, of the Imperial Glass Co., Bellaire, O., was here arranging for the purchase of machinery to be used for oil fuel firing purposes at the plant. The concern is taking every precaution to insure production during the winter season in the event of a shortage of gas.

While the Pittsburgh Lamp, Brass and Glass Co. are showing their new 1917 line of gas and electric portables, they are booking no business for delivery until after January.

Glass manufacturers and buyers were alike elated when the news was received of the suspension until

March 31 next of the proposed new class rates on the railroads operating in the Central Freight Association. These include all the territory east of the Mississippi river and north of the Ohio river.

In past years buyers rarely thought of appearing in the market until after December 15. Just what effect their presence at this time will have on the volume of business during the January exposition remains to be seen.

Buyers coming here complain that they have seen very few new lines for the coming season. That is in keeping with the prediction made in this column recently that fewer new lines would be shown in January than formerly. The mold shops have been so crowded with current work that there has been little time to devote to new ideas.

The demand for lighting glassware continues very active, the factories having orders enough on hand to insure steady operation for months to come.

Percy Pownall, salesman for the Fostoria Glass Co., Moundsville, W. Va., is now in California spending a vacation on his father's ranch. He expects to return early in January.

DID YOU EVER STOP TO THINK?

A GREAT many people use terms and expressions without knowing their real meaning or their origin.

Ninety-nine people out of a hundred say, when their health is good, they are "first rate"—a seafaring term originally used in the classification of the old wooden line of battleships.

"Sailing under false colors"—a term applied to a person who pretends to be other than he is—is a survival of the same period.

To "throw overboard"—to get rid of something—is obviously nautical; but few people know that "skyscraper" was originally sailors' slang.

"Close quarters" is another very common expression. This, like "first rate" and its accompanying expressons, "second rate," and so on, comes from the days of wooden fighting ships. The "quarters" were protections erected along the bulwarks, behind which sailors could lie low, and which were used to help to repel boarders.

To "sail against the wind"—to be very much in the minority—and to "lower your sail"—in confessing yourself conquered—are both terms borrowed from the sea; and the same may be said of "high and dry" and "laid up" and "spliced"—the slang term for getting married.

When we talk of a person being "knocked into a cocked hat" we mean that he was limp enough to be doubled up and carried under the arm like the cocked hat of a naval officer.

And we say that So-and-So will be "on the rocks" if he does not "steer clear" of the money lenders.

ADVISE CUSTOMERS TO SHOP EARLY.

IF retailers everywhere would have the subjoined printed on placards and hung conspicuously about the store, incorporated in circulars and made a part of their advertising in the local paper, they would find it of immense advantage:

"Christmas shoppers will serve their own welfare by doing their buying early, besides easing the burdens of shopkeepers and their employees.

"The early shopper gets the pick of the stock; deliveries are far less likely to be delayed now than they are later; there is time for rectification of errors, and three weeks before Christmas there is better nature behind and in front of the counter than on December 24."

Stacks of small cards containing it, placed on the various counters, surmounted by the request, "Take One!" is also an excellent plan.

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 11, '16	Corresponding period 1915	Exports Jan. 1 to Nov. 11, '16	Corresponding period 1915
New York ...	331	191	11699	8592
Boston	4	45	3847	3967
Philadelphia .	5	13	691	2045
Baltimore	77	48	2951	6135
San Francisco	25	92	1265	1495
New Orleans	....	2	175	731
Portland, Me..	....	3	249	1094
Galveston ..	....	....	....	10
Newport News.	....	....	34	72
Portland, Ore..	2	6	49	159
Inland Points..	2	21	382	521
Total	446	421	21342	24821

From David Inglis & Co.'s Circular

TO	Shipments week end'g Nov. 11, '16	Corresponding period 1915	Exports Jan. 1st to Nov. 11, '16	Corresponding period 1915
Boston . .	4	45	4084	3957
New York .	331	191	11744	8592
Baltimore	77	48	3130	6087
Philadelphia...	5	13	689	2048
New Orleans .	. ..	2	183	731
Newport News.	....	....	34	72
San Francisco.	25	92	1265	1525
Portland, Me..	....	3	484	1091
Galveston. ...	....	....	....	10
Portland, Ore..	2	6	20	159
Inland Points..	2	21	125	459
Total..	446	421	21758	24782

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

Judging from the volume of business being given pottery manufacturers for 1917 delivery, the plants will be more crowded during the first six months of the new year than they have been lately. A host of unfilled orders remain on the books, some of which are reported to have been taken as far back as last May. Recent advances have not caused any decrease in buying. Since September buyers have been making a beaten path to this market. The usual order of affairs seems to be reversed—buyers seek the manufacturers, instead of factory salesmen seeking the buyers.

* *

Domestic pottery lines are becoming firmly entrenched among the wholesalers. The representative of one of the largest import houses in the country said recently: "From now on we will make a greater feature of American pottery than ever. Already we have created new demands for these lines, and we will continue to work along in the same direction."

* *

G. H. Mitchell, who represents the United States Stamping Co. in St. Louis, Mo., was here a few days ago seeking a pottery line for that market. "Business in the Southwest is excellent," he said "and we anticipate heavy trading during the coming year."

* *

Robert T. Hall, president of the Hall China Co., accompanied by Mrs. Hall, has returned from an Eastern trip.

* *

"America" is the name of the new dinner shape presented by the Knowles, Taylor & Knowles Co. for 1917 delivery. It is said this is the first time the name has been used to designate a pattern. It is of very graceful lines, and is made with an inside cover for all the covered ware—a feature that appeals to the trade. The new shape was first shown by J. B. McDonald and J. C. Davis during a trip through the Middle West, and from indications is going to prove one of the most popular the company has ever created, being bought freely. It will be displayed in an attractive manner when the new sample rooms are opened for business January 2.

* *

Among the buyers visiting the district of late ware George Semler, president of Geo. Borgfeldt & Co., New York accompanied by Messrs Newland and Sollmann; G. C. Robinson, of Kinney & Levan, Cleveland; Thomas James, of the T. M. James Co., Kansas City, Mo.; Messrs. Potts, Crowell and Gifford, Memphis, Tenn.; A. J. Schinagl, with Siegel, Cooper & Co., Chicago; Charles Rosenheim, Louisville, Ky.; J. W. Moorehouse, with the May Co., Cleveland; F. H. W. Krenning, of the Krenning-Westerman China Co., St. Louis, Mo., Mr. Samelston, with Butler Bros., Dallas, Texas.

* *

The potters employed in Sebring, Salem and East Palestine have all voted to accept the advance in wages recently granted by the manufacturers. This will insure the steady operation of potteries in these towns from now on.

* *

It is reported that some potteries in the Western district are not inclined to accept any orders for delivery under four or five months.

* *

"They are buying their heads off," was the expression of one salesman during the past week, referring to the flock of buyers who have been in the local market. "They want to protect themselves for the first six months of the new year," he explained.

* *

Many buyers who will visit this district in January will make the Elks Club their headquarters. Invitations to do so have been sent by W. C. Browne, of the Warwick China Co.; E. W. Clinton, of the Smith-Phillips China Co.; W. E. Wells and Mark Donaldson, of the Homer Laughlin China Co.; H. K. Conners, of the Crooksville China Co; John B. McDonald, of the Knowles, Taylor & Knowles Pottery Co.; Will Robinson and Chris Horton, of the Colonial Pottery Co.; J. W. Mackey and George Fowler, of the E. M. Knowles

China Co.. and T. A. McNicol, of the T. A. McNicol Pottery Co.

* *

The vote of the kiln firemen in this district on the question whether or not to accept an advance in wages as conditioned by the manufacturers was an absolute farce. Out of a membership of 128 the vote was so small that the officials of this local union ordered the ballots burned and declared "no election."

* *

The demand for salads this fall has been the most remarkable in the history of the pottery trade here.

* *

The sample room of the Thompson Pottery Co. is being enlarged and refurnished, additional space being required to show the increased dinner lines. General Manager George C. Thompson announced this week that orders for 1917 were being booked rapidly, and that at the present time the concern has the largest volume of advance orders on file in its history.

BUSINESS BRIEFS.

August F. Schaefer, a retired crockery merchant of this city, died on Sunday at his home in New Rochelle, in his sixty-sixth year.

The Potts, Crowell & Glifford Co., Memphis, Tenn., has been incorporated with capital of $50,000 to deal in glassware, crockery, toys, and other merchandise.

In our "Special Notices" column last week we inadvertently stated that a store in Troy, N. Y., was for sale or lease. The store is not for sale, but to let only. The notice appears corrected this week.

SOME DISCOLORATIONS IN THE MANUFACTURE OF POTTERY AND PORCELAIN.

IN attempting to explain the reddening of buff and white bodies, it must be remembered that in some cases the iron oxide is probably intimately associated with the clay molecule as a partial substitute for alumina of the typical clay molecule, whereas, in other cases, the iron compounds—sulphides, carbonates, silicates, oxides, hydroxides, etc.—have no such close connection, according to a paper prepared by Messrs. Bernard Moore and Dr. J. W. Mellor and read before the English Ceramic Society. The first-mentioned form of iron is not removed by subjecting the clay to the osmosis treatment, nor by solvents which would remove the free iron hydroxide.

The clay molecule probably breaks down at about 600 deg. into free alumina and silica (and iron oxide when present), and it is assumed that during subsequent vitrification these substances are cemented together by the fluxes, the free alumina aiding to diminish the normal coloring effects of the iron oxide.

When the body is fired, a solution of ferrous or ferric oxide, alumina, etc., in the molten flux is formed according as the conditions are reducing or oxidising, giving, in the case of white bodies, a pale bluish-gray or a pale yellow accordingly. If the bluish-gray solution be exposed to oxidising conditions, it is supposed that the ferrous oxide becomes converted into ferric oxide, which imparts a reddish-brown color to the mass, unless the firing is long enough or the temperature high enough to effect solution of the ferric oxide in the body fluxes. The sequence of changes may thus include the formation of ferrous oxide, its oxidation to free ferric oxide, and solution of the latter in the body fluxes. Accordingly, if the firing does not proceed to the third of these stages, white earthenware may appear tinted reddish by the free ferric oxide, and, in the same way, the reddening of hard porcelain may be explained when the last stage of the firing is oxidising. As the fluxes dissolve clay, quartz, etc., they become less fusible, and, in the more refractory clays, the small amount of fluxes soon becomes saturated, and cannot readily take up ferric oxide again, even if the body be refired. Hence the red core is often very persistent when once formed.

In hard porcelain a slight coloration accompanied by blistering is produced by firing oxidising in the early stages, and afterwards reducing. Reduction commences at the surface, and works inwards, converting the ferric oxide into ferrous oxide, and it is probable that the body is rather more vitreous near the free surface of the ware than in the interior; the reducing gases gradually pass into the interior, and an increased volume of gas is formed. Neglecting the thermal values of the reactions, the volume of gas remains the same when carbon monoxide is converted into carbon dioxide or hydrogen into water vapor, but when the reducing agent takes the form of a hydrocarbon (such as marsh gas) or of carbon itself, the volume of gas in the interior of the body increases as a result of oxidation, and this causes blistering. This explanation agrees with the observed fact that coal gas and other hydrocarbon gases are much more liable than carbon monoxide to produce blistering.

In the special case of bone china (which contains phosphates) it is known that blue china can be produced by firing under reducing conditions. The blue and brown discolorations are probably due to the formation of ferrous phosphate, which is favored by a reducing atmosphere during firing, and by deficiency of alkali in the body. Subsequent exposure to oxidising conditions causes the blue to change to a reddish brown color, and this oxidation may take place in the enamel kiln, or even on exposure to the air. In like manner, white vivianite—ferrous phosphate as sometimes found

in nature—changes on exposure to air to blue or green vivianite, and after very prolonged exposure a brown crust of beraunite (a hydrated ferric phosphate) is formed. Blue microscopic crystals with a brown crust have been found in a section from blue china which has turned brown.

Another source of browning (by chlorides) is indicated from the fact that salt vapors in the oven atmosphere may result in the formation of what may be presumed to be the vapor of ferric chloride, which is absorbed by adjacent ware. The chloride is later decomposed, and a film of ferric oxide formed. The same fault can be produced by chlorides occurring in coal, and by the salt in badly-washed colors.

THE WORLD'S BIGGEST CLOCKS.

THE factory clock of Colgate & Co., in Jersey City, N. J., is the largest in the world. Time can be read with the naked eye at a distance of three miles. The face of the clock is 38 feet in diameter; the minute spaces are two feet apart; the minute hand is 20 feet long and weighs one-third of a ton.

The second largest was built for an electric illuminating company in Boston; dial 34 feet in diameter, weight of hands, 875 pounds; hour hand, 14 feet 4 inches long; minute hand 18 feet 6 inches long.

The next two largest clocks are the Metropolitan Tower, New York; dial 26½ feet in diameter; City Hall, Philadelphia, dial 25 feet in diameter.

At the top of 300 steps, in the clock tower at Westminster, Big Ben has marked time for London for over fifty years. The clock has four faces, each 23 feet across. The minute hands are 14 feet long. The pendulum weighs nearly 450 pounds. The figures on the face are each two feet long, and the minute spaces are a foot square.

WORTHY OF IMITATION HERE.

A SOCIETY for the technical study of glass has been formed in Sheffield, England. The need of some such organization had been felt for some time past, the object being to provide a common ground for persons engaged in the study, manufacture and working of glass to discuss problems of general interest, and by which technical information, co'lected from all sources, can be distributed.

Those active in forming the society propose to hold regular meetings, the plans embracing the publication of such papers as the society shall approve, and the publication of quarterly abstracts of all technical information on glass, glass making and glass working in journals and magazines in all parts of the civilized world.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending November 28, 1916.

BORDEAUX

1	package	glassware	Davies, Turner & Co
1	"	"	Snow's U. S. Sample Express Co
9	"	"	H Kayser & Bro
9	"	"	Gimbel Bros
11	"	chlnaware	Sussfeld, Lorsch & Co
6	"	toys	J Wanamaker

CENTRAL AMERICA

2	packages	chinaware	L F Reifsnider

GLASGOW

12	packages	glassware	Bernard, Judea & Co

LONDON

2	packages	chinaware	F B Vandergrift & Co
1	"	toys	American Shipping Cc

ROTTERDAM

1,860	packages	glassware	Defender Photo Supply Co

LIVERPOOL

1	packages	earthenware	Fondeville & Van Iderstine
1	"	"	A Murphy & Co
2	"	"	T Meadows & Co
22	"	"	G F Bassett & Co
8	"	"	Geo Borgfeldt & Co
17	"	"	E Boote
2	"	"	Lazarus & Rosenfeld
2	"	"	G B Jones & Co
1	"	"	Meakin & Ridgway
36	"	"	Maddock & Miller
3	"	"	G Collamore & Co
4	"	"	Masse & Co
12	"	"	T S Todd & Co
13	"	"	Guaranty Trust Co
6	"	"	Alpers & Mott
2	"	"	Rowland & Marsellus Co
64	"	"	W S Pitcairn
2	"	"	L Straus & Sons
20	"	"	L A Consmiller
5	"	"	Lewis & Conger
9	"	glassware	Davis Collamore & Co
11	"	"	F G Sternberg
1	"	"	American Express Co
13	"	"	S Bache & Co
10	"	"	Downing's Foreign Express
2	"	"	T S Todd & Co
34	"	"	T W Morris & Co
13	"	"	F G Sternberg
9	"	chinaware	Meakin & Ridgway
23	"	"	J Davison
3	"	"	Dreicer & Co
6	"	"	H C Edmiston
3	"	toys	Geo Borgfeldt & Co
95	"	"	Sutherland Int Dispatch Co
4	"	"	Meakin & Ridgway
1	"	"	Mrs Hinchman

NAPLES

3	packages	earthenware	D C Andrews & Co

TAMPICO

2	packages	earthenware	Wells, Fargo & Co

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, NOV. 30, 1916.

ASK any manufacturer or importer about business, and he will say orders are so numerous that he is fairly swamped; yet he will send out his salesmen to solicit more. Ask him to advertise, and he will say he does not need to, as he has more business than he can handle; yet he continues to send out his men. Ask him why he pursues this method when an advertisement costing less than a single fare to Chicago, as against a daily expense of from ten to twenty dollars, will reach more people in a week than five salesmen can see in a year, and he does not know what to answer. It has been proved over and over again that if a merchant has what people want, at right prices, the percentage of cost in selling is overwhelmingly in favor of the newspaper.

THE ADVANTAGE OF HIGH PRICES.

IT is a curious fact, but the average retailer cannot see that an era of high prices is of advantage to him. For instance, if an article costs a dollar, and a profit of twenty-five per cent is added, there is a clear gain of twenty-five cents. If that same article is bought for eighty cents, and twenty-five per cent is added, the gain is only twenty cents. It costs just as much to sell the eighty-cent article as it does the dollar item. It is obvious, therefore, that every time a merchant succeeds in lowering the price on his purchase at wholesale he is taking money out of his own pocket.

The same obtuseness is characteristic of some of the salesmen and resident agents for the manufacturers. They are almost always opposed to a raise. They think low prices help them to sell goods—in other words, make it easier to do business. Sometimes it seems as if they were working for the buyers rather than for their firms. The men who sell on commission lose sight of the fact that the higher the price the bigger their own share in the transaction.

Another point: A dealer who has bought crockery and glass before an advance is not doing himself justice if he does not mark his goods up to the figure he naturally would had he paid the increased rate. If prices went down he would have had to lower his figures correspondingly. He is entitled, therefore, to go up to the level of the market.

PERSONAL.

ON his return from Pittsburgh last Friday night, Ed. Craig, manager of the New York office of the United States Glass Co., was the guest of no less a celebrity than Harry Thaw, who was bringing a party of friends to New York in his private car to attend the Army and Navy football game on Saturday. Among them was a professor of a Western college in which the Thaw family is interested, and who is a brother-in-law of Mr. Craig, which accounted for his being invited to join the party. Mr. Craig found Mr. Thaw a delightful host, and, contrary to general report, of a decidedly retiring disposition.

Walter T. Wessels, of J. H. Venon's sales force, returned for the week-end after a fortnight's trip making points in Pennsylvania. He spent the first half of this week displaying his line at Young's Hotel, Boston, and is now home to rest up until after the holidays.

Chas. E. Cardon, who exploits J. H. Venon's lines on the road, was looking well and feeling still better on Monday, after completing a long and successful trip to the Coast.

Harry L. Seixas, traveler for Edward Boote, was another salesman to return to headquarters on Monday who had occasion to rejoice over a fine collection of orders after spending several weeks in the West.

John Nixon, the popular representative of the Fostoria Glass Co. in this city, was a welcome sight at his office on Tuesday, after being away for several weeks recovering from his accident. Although he was only there for about three hours in the morning, a number of his friends found it out and called to shake his hand. He is looking fine, and feeling well with the

exception of being a trifle weak. He will come to the office for only a few hours every day until he entirely regains his strength.

⚜

Horace C. Gray and Wilbur E. Pomeroy, of the Horace C. Gray Co., entertained a box party at the Army and Navy football game last Saturday. Their guests were given foot-warmers as souvenirs.

⚜

D. M. Smith, of the McKee Glass Co., Jeannette, Pa., and son of A. J. Smith, head of the concern, was a visitor in town for several days during the past week combining business with pleasure. He dropped in for a chat with Thos. G. Jones, New York representative of the company, on Tuesday before returning to the factory.

⚜

Miss Mary Schwan, buyer for Max Schwan, Inc., Norfolk, Va., left for home on Monday after placing a number of orders.

⚜

B. Tomby will sail for Sweden December 5 on the Frederik VIII.

⚜

Y. Murai, the executive head of Morimura Bros., left last Friday for Japan. He is held in high esteem by the New York office force, and they all miss his genial presence when business calls him away.

⚜

Arthur J. Bennett, president of the Cambridge Glass Co., is in town attending to matters which will probably keep him here all the week.

⚜

Wm. R. Aiken, who covers Eastern territory for the S. A. Weller pottery, was a caller at the salesroom of C. H. Taylor on Monday of this week.

⚜

E. M. Uniack, with the Carr China Co., was in New York for a few days this week.

⚜

F. O. Shattuck, with Geo. F. Bassett & Co., was in New York for the day on Saturday on his way home to Vermont. He has covered his entire territory in New England and part of New York State in the last two months, and found big business everywhere.

⚜

W. A. Lathrop was warmly greeted by his associates when he returned to business with L. Barth & Son last Friday after an absence of a number of weeks suffering from inflammatory rheumatism.

⚜

J. H. Venon and Chas. E. Cardon, of J. H. Venon, Inc., will sail December 5 on the Frederik VIII. for Sweden and Denmark to prepare new lines for their 1917 season. They expect to be gone until the end of January.

⚜

W. S. George, East Palestine, O., made a short visit to New York this week. The only fault he has to find with business is that he can't fill orders fast enough to satisfy his customers.

⚜

Geo. R. West, head of the Westmoreland Specialty Co., arrived in town on Monday. As usual, he is making his headquarters at the salesroom of the Horace C. Gray Co.

⚜

Other buyers in town were A. A. Breton, for Shartenburg & Robinson, New Haven, Conn.; G. H. Guest, for Jordan-Marsh Co., Boston; K. M. Riordan, for the J. H. Bunce Co., Middletown, Conn.; L. A. Jannard, Dupuis Freres, Ltd., Montreal.

MONTHLY SUMMARY OF IMPORTS.

THE importations of earthen, stone and chinaware for the month of September, 1916, compared with the same month of 1915, show losses as follows: Austria $4,720, Germany $72,933 (Germany and Austria combined $77,653), France $14,311, Japan $3,120, while Great Britain gained $21,161 and Other Countries $15,-725, making the total importations show a loss of $58,-198.

For nine months ending September, 1916, compared with the corresponding period of 1914, the losses were: Great Britain $230,271, Austria $271,732, Germany $2,339,973 (Germany and Austria together $2,-611,705), France $179,119. Japan gained $21,722, and Other Countries $178,165, making the total show a loss of $2,821,218 as compared with 1914. Compared with 1915 Great Britain fell off $98,018, Austria $63,549, Germany $960,481 (Germany and Austria $1,024,030). France gained $75,838, Japan $114,932 and Other Countries $110,289, making the total compared with 1915 show a loss of $820,989.

The imports of toys for the month of September show a decrease of $217,179 for Germany and an increase of $13,467 for Other Countries. For the nine months Germany lost $3,841,507 compared with 1914 and $1,775,275 compared with 1915. Other Countries lost $306,634 compared with 1914 and gained $135,458 over 1915.

In glassware the importations increased for the month of September $14,288, and for the nine months fell off $1,333,912 as against 1914 and $450,343 as against 1915.

China clay fell off $15,206 for September, $219,238 compared with 1914, but gained $308,369 over 1915.

Hydrate of potash containing no more than 15 per

cent of caustic soda shows a gain of $2,833 for September, and a loss of $86,299 compared with 1914, and $89,331 compared with 1915.

Articles of metal enameled or glazed with vitreous glasses gained $33,166 for the month, and lost $377,263 compared with 1914, and $102,704 compared with 1915.

"SO STIMULATING!"

PROBABLY the only man in the trade who holds the distinction of taking an order in his night-shirt is Sam. P. Arnold, traveler for Mogi, Momonoi & Co. And now, no matter where he goes, he hangs a sign on the door of his room: "Never Closed."

A customer in Detroit to whom he had sold a nice bill of goods was so well pleased with what he had ordered that, after thinking it over, he decided to return and buy more. After he had retired for the night he suddenly awoke about 2 a.m. and the thought struck him that Mr. Arnold might possibly be leaving town the next morning, and he would thus lose the opportunity of seeing him; so he immediately got up, and in a short time was at the hotel knocking at Mr. Arnold's door.

The latter, with one eye open, inquired what in thunder was the matter? Upon hearing the word "order" the other eye shot open, the customer was admitted, and, grabbing his book and pencil, Arnold became as lively as a cricket.

He soon booked several hundred dollars' worth more business, and now he says:

"Do you know, I think I could repeat that stunt every night and never know that I had lost any sleep. Business is so stimulating, no matter when you get it—morning, noon or night."

AT CHICAGO.

GENERAL conditions in the crockery and glass trade here remain unchanged. There is much talk of higher prices after the first of the year, but buyers announce a willingness to take a look at anything so long as the salesmen can promise deliveries in a reasonable time.

* *

Miss Juliet Mann, buyer of glassware for Marshall Field & Co., who was recently ill, has entirely recovered and is now giving active supervision to her department.

* *

George Brush, of the Brush-McCoy Pottery Co., was a visitor here last week.

* *

Horace Stowe, a department store buyer from Billings, Mont., was looking at crockery and glassware here last week. He is on a general trip through the Eastern markets, and thought he might continue to Pittsburgh and New York.

* *

A uniform closing hour on Saturdays is being considered by representatives of the crockery and glass factories here.

* *

B. H. Palmer, traveler for the United States Glass Co., is spending a few days at the Chicago office after finishing his year's work on the road.

LONGEST TELEPHONE LINE.

ALTHOUGH, from a spectacular point of view, the establishment of direct telephone service between New York and San Francisco was in some respects more impressive, the completion of the circuit between Montreal and Vancouver opened to commercial use a line of telephone communication nearly 800 miles longer than that established more recently between the metropolis of the east coast of the United States and that of the west. The line from Montreal to Vancouver passes through Canada for only a comparatively short distance at each end of the route, running from Montreal through Buffalo, Chicago, Omaha, Salt Lake City and Portland in the United States, but entering Canadian territory again to make final connection with Vancouver. The total distance covered is 4,227 miles, as compared with 3,400 miles comprising the New York-San Francisco circuit.

MELTING THE BATCH.

THE materials for making glass are weighed out with considerable accuracy in batches, based usually on 1,000 lbs. of sand. The batch is then carefully mixed to as great uniformity as possible, either in a machine like a concrete mixer or in boxes by means of hose in the hands of workmen. Upon being brought to the furnace floor, the batch, together with a quantity of cullet, or refuse glass left over from making ware, is charged into the pot, which is then tightly stoppered. After about twelve hours the loose batch is fused, down, leaving a considerable space in the pot, so that it is usually topped—that is, more batch and cullet are added; thus the pot may be completely filled when the melt is finished. This requires from twelve to twenty-four hours longer, depending on the nature of the glass and the temperature of the furnace. When it is found that the glass is clear and ready to work, the pot is opened, the glass cools to about 800 deg. C., the upper surface is skimmed off to remove undissolved impurities, and it is ready for the workmen.

THE PITTSBURGH EXPOSITION.

BELOW will be found the complete list to date of hotel reservations for the Glass and Pottery Exposition which will open in Pittsburgh, Pa., Monday, January 1. Tentative reservations for at least thirty more firms have been made.

FORT PITT HOTEL.

A H Heisey & Co.....Cassel, C G
Penn Cut Glass Co.....Benford, M S
Lazarus & Rosenfeld.....Brownley, Geo W
Cut Glass Products Co.....Classen, F J
Jones, McDuffee & Stratton Co.....Gordon, J P
Tarentum Glass Co.....Jonas, R C
Indiana Glass Co.....Kelly, H L
Carrollton Pottery Co.....
Potters' Co-Operative Co.....McNicol, Lester; Owen, William J
George H Bowman Co.....Ellis, Charles
E P Kupfer Cut Glass Co.....
Hocking Glass Co, Lancaster, Pa..Collins, I J; Von Stein, C F
Diamond Glass Co, Indiana, Pa.....Thomas, H W; Garrett, G G
Lancaster (Pa) Glass Co.....Martin, L P
Mayer China Co, Beaver Falls, Pa...Mayer, A E
H Northwood & Co, Wheeling, W Va.Northwood, C
Taylor, Smith & Taylor, Chester, W Va.....Taylor, C E
Paden City (W Va) Glass Co.....Fisher, David
Steubenville (O) Pottery Co.....Wintringer, H D; Neal W R
Brush-McCoy Pottery Co, Zanesville, O.....Vaughn, F H
Duncan & Miller Glass Co, Washington, Pa.....Rent, J R; Graeser, A A
Economy Tumbler Co, Morgantown, W Va.....Hunter, W E; Kenney, S P
S Herbert Glass Co, New York.....Hamblin, E E
McKee Glass Co, Jeannette, Pa.....Branum, F G
Crooksville (O) Pottery Co.....Conner, H K
West End Pottery Co, E Liverpool...Curry, J P
Phoenix Glass Co, Monaca, Pa.....Whitney, H B
D C Jenkins Glass Co, Kokomo, Ind.Jenkins, H C
Bryce Bros Co, Mt Pleasant, Pa...Bryce, G S; Duval, W H
Co-operative Flint Glass Co, Beaver Falls, Pa.....Reaper, W A
Sunshine Cut Glass Co, Cleveland, O.Reddrop, C F
National China Co, Salineville, O....Wilgus, E E
Fenton Art Glass Co, Williamstown, W Va.....Fenton, R C
Vodrey Pottery Co, E Liverpool.....Copperstone, T A
S A Weller Pottery Co, Zanesville, O Woodworth, G H
Jno B Higbee Glass Co, Bridgeville, Pa.....Clarke, Ira M
E M Knowles China Co.....
Charles P Schuller Glass & Lamp Co.Schuller, C P
D E McNicol Pottery Co, West Virginia.....Patterson, J W
Cambridge Glass Co.....McCartney, W C; Crain, L S
Beaver Valley Glass Co.....Fraser, Alex
United Cut Glass Co.....Newirth, Samuel
Camden City Cut Glass Co.....Bortz, H M
Empire Lamp Mfg Co.....Levinson, J
L E Smith Glass Co.....Hall, Swaney
Hall China Co, East Liverpool.....Simmers, Frank I
Haeger Potteries Co, Dundee, Ill..Sabin, E E
H C Fry Glass Co, Rochester, Pa...Israel, Charles
Warwick China Co, Wheeling.....Browne, W C
Steinfeld Bros, New York.....Jones, Milton
Central Cut Glass Co, Chicago.....
Fostoria Glass Co, Moundsville, W Va.....
Republic Specialty Co, New York..Dunn, W H
Westmoreland Glass Co, Grapeville, Pa.....West, George; Reineck, R B
Ohio Pottery Co.....
Star Glass Co, Star City, W Va.....Patterson, J W
Rochester (Pa) Cut Glass Co.....Johnson, R E
American Import Co, San Francisco.
M Kayser Art Co, Milwaukee.....Kayser Mrs M
Demer Bros Cut Glass Co, Halstead, Pa.....Demer, F
Oxford Pottery Co, Cambridge, O...Flannigan, J E
Quaker City Cut Glass Co, Philadelphia.....Lemcke, A F
Smith-Phillips China Co., East Liverpool.....

COLONIAL-ANNEX.

A L Tuska Co.....Thomas, Harry

HOTEL ANDERSON.

Roseville Pottery Co.....Feldner, Ben

CUT GLASS MEN TO MEET.

THE annual meeting of the Cut Glass Men's Association will be held at the Hotel Imperial on Thursday, December 7, at which time the election of officers will take place. The business session will be held in the morning, and it is the present intention to have a banquet at night. It is possible that some prominent speakers will address the members at dinner. There is so much of importance to discuss at the meeting that a large attendance is expected.

POINTERS FOR BUYERS.

HOLIDAY SELLERS.

Designers are kept constantly busy at the factory of the Basket Novelty Co., with the result that the concern's immense line of basketry always contains something new. A few items of the company's special assortment of fifty baskets advertised on another page of this issue will give an idea of the attractiveness of the line. There are a score of different finishes.

AQUARIA AND STANDS.

The Horace C. Gray Co. is showing an assortment of wrought-iron aquaria stands in verde antique finish and in a number of unusual designs. These are fitted

with glass aquaria in various shapes and hand-painted decorations. The line is different from anything in this class of merchandise on the market, and is taking well with buyers.

REPRODUCED ANTIQUE PATTERNS.

A display of fancy china from the Paul Bocquillon art porcelain factory, Paris, noted for its fine reproductions of antiques, is finding many admirers at the salesroom of Justin Tharaud. The line consists of a variety of extremely quaint and unusual things in baskets, bowls, jardinieres, and dishes for various purposes, in copies of choice old Chelsea, Lowestoft, Sevres, Mennery, and other patterns, reproduced from exhibition pieces in the Louvre and other famous museums.

"CONTRASTY" EFFECTS.

The Pioneer Cut Glass Co. have sent to the H. Kashins Co., their New York representatives, several additional samples in the "Zenith" pattern. A novel feature of this design is the employment of an oval panel in a rich silver-gray finish containing dainty polished butterflies and flowers and outlined by a deeply-cut polished band.

THE SALE'S THE THING.

IT is only within the past quarter of a century that salesmanship has been recognized as both an art and a science. Prior to that time it was looked upon as a catch-as-catch-can affair that most anybody could get away with if he would only try, says a writer in a recent number of "Iron Age." Nowadays it is clearly seen to be one of the most difficult things in the world to do well. It requires not only the art of pleasing and a knowledge likewise of the thing you are trying to sell, but of human nature as well, and in fact a general faculty of putting things over.

If a customer goes into your store and, without any special compulsion, purchases something he wants, he has simply bought. But if he comes in not wanting anything or just one thing and goes out having bought several things, then you have sold him something. And there is a world of difference between the two. No dealer in his right mind ever bought any cutlery when he already had more than he needed. But some good salesman comes along and sells him some more just the same.

Now, selling goods is the big and important end of every business whether it be the steel trust or just a peanut stand. There is an old fool saying that goods well bought are half sold, but you can be the best buyer in the world and still manage to keep most of your goods on your shelves. The trouble with so many hardware dealers is that they buy new and attractive goods and then put them in stock and expect them to sell themselves, which, of course, they never do.

There is no known rule or formula for making a man a successful salesman. The best salesmen are born,

Continued on page 22.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

RESPONSIBLE commission agents wanted to represent a reliable cut glass firm manufacturing an extensive line of popular-priced and rich engraved glassware. A big line of "live" items. Address A 105, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

FOR SALE OR LEASE.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

LARGE FOUR-STORY STORE TO LET.

LARGE four-story store, 30 x 130 feet; double cellars; 335-337 River street, Troy, N. Y. In center of business district. Address G. R. GREEN, 97 Fourth Street, Troy, N. Y.

BUSINESS OPPORTUNITIES.

EXPERIENCED cut glass and china salesman, twenty years' experience, open for a popular-priced line for the coming year. Large established trade throughout the West, Middle West and South. Address A 107, this office.

POTTERY INDUSTRY WANTED.—A particularly attractive opportunity awaits the manufacturer who will establish a pottery in Sistersville, W. Va., a city of extraordinary natural resources on the B. & O. R. R. and Ohio River. Cheap electric power, eight-cent natural gas and financial assistance are offered to the man who can make good. Address CHAMBER OF COMMERCE, Alfred Jenkins, Secretary.

PROPOSITIONS WANTED.—Active outside salesman open to propositions from manufacturers of lamps, bar and lighting glassware wanting New York representation. Address A 109, this office.

CHICAGO SALES AGENCY—Wish to connect and represent factory making medium-grade rich cut glass; also factory making stone engraved blown glassware lines. Having over thirty years' experience in selling above lines to department stores, jewelers and mail-order houses throughout the Middle West. Will arrange with good, responsible factories only; also only on special terms as to salary or commission. Will maintain a Chicago salesroom and travel some from Chicago in Wisconsin, Michigan, Iowa and Illinois. Address A 108, this office.

You are requested to come and
inspect



THE ANIMALS = MODELED = BY = Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

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not made. But nevertheless a man with ordinary common sense, some tact and good nature and a fair knowledge of human nature can usually offer a pretty fair imitation of selling goods. You cannot learn it in a correspondence school despite much psychological bunk to the contrary. But you can imbibe some pointers that will help you along considerably. Every prospective buyer likes courtesy and attention, likes you to remember his name, likes to have his family or his business inquired after in a friendly, solicitous manner, even though he knows perfectly well that you are doing all these things with malice aforethought. For they flatter his vanity and give him increased standing in his own eyes. Moreover, every man instinctively likes to encounter good nature and a pleasant personality. For after all, whatever may be the theories to the contrary, it is personality that counts in selling goods more than any one factor or probably more than all other factors combined. This is especially true of women, who do most of the shopping these days, and who are pretty sure to trade with people whom they like and at stores where they receive courteous treatment. They have to be handled with gloves, however, for they are rather touchy and sensitive, and in homely

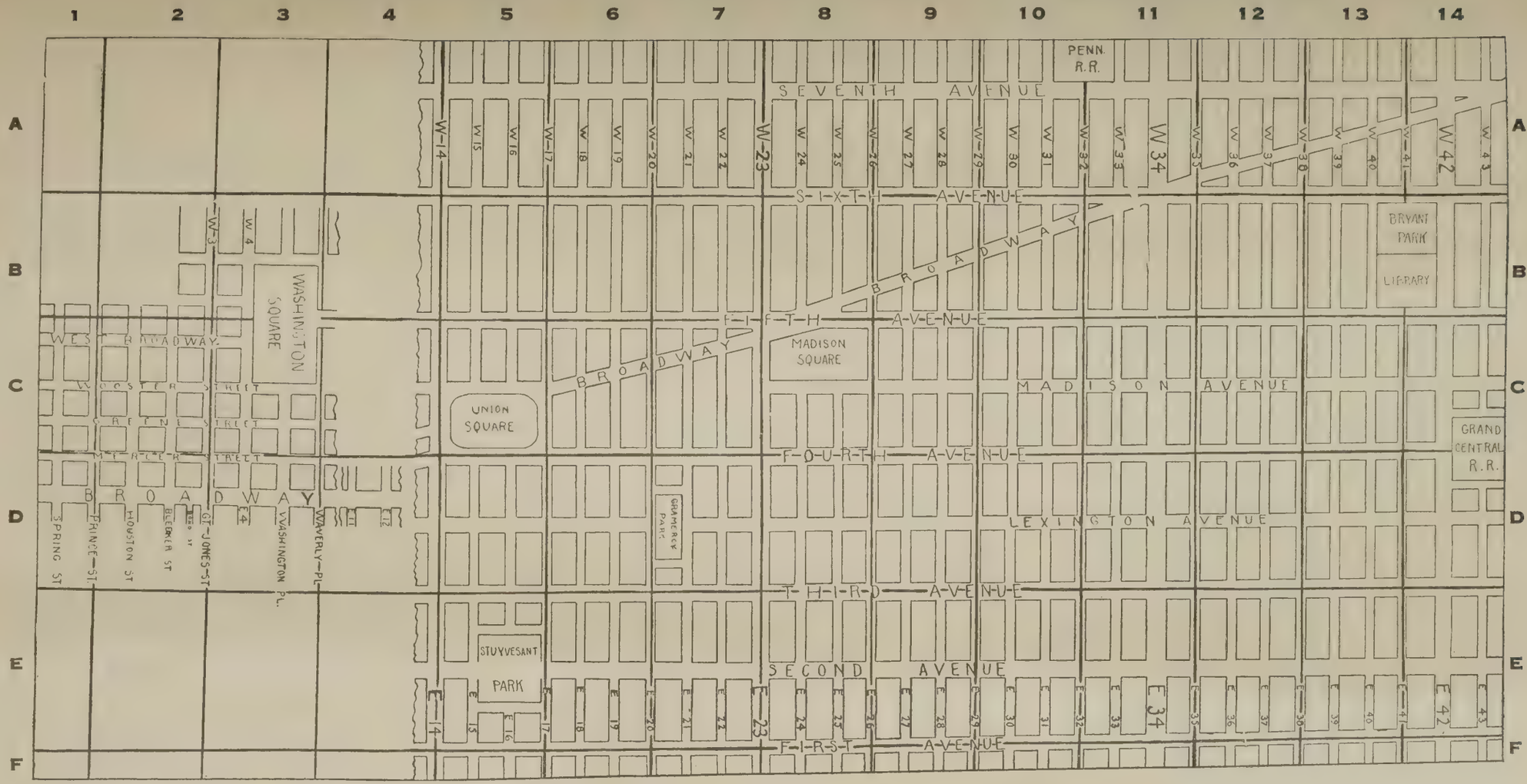
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Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar O., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
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Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E
Straus, L., & Sons, 42-46 Warren St..... C
Tarentum Glass Co. 25 W. B'way..... C
Tharaud, Justin, 25 W. B'way.....
Vogt & Dose, 65 Barclay St..... C
Williamsburgh Flint Glass Co., 96 Park Pl. B

Locations of Firms in the Uptown District.



Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Brech, Albert J., 31 Union Square..... C-5

Colonial Co., 145 W 18th.. .....A-6
Cox & Lafferty, 1140-1146 Broadway..... B 9

Dela Croix, C. J., 19 Madison ave..... ....C-8
Dohrmann Commercial Co., 85 Fifth ave ..C-6

Fry, H. C., Glass Co., 200 Fifth ave..... .B-8
Fondeville & Van Iderstine, 85 Fifth ave ...C-5

Gillinder & Sons, 19 Madison ave.....C-8
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Gredelue, A., 129-131 Fifth ave..... ....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware. 16 W 23d..... .....B-7

Haviland & Co., 11 E 36th..... ..... C-12
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Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave..... C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d..... ....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d C-14
Pitcairn, W. S., 104 Fifth ave. B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d..... .....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway..... .....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6

United States Glass Co., 24th St. & B'way. B-8

Venon, J. H., Inc., 104 Fifth ave..... .....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave..... .....C-6
Waldo Co. 45 East 20th St..... .....D-7

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phrase are apt to fly the coop. By the same token, it never pays to get into a controversy with a customer unless there is some deep principle involved. One of the most successful retail merchants in all the world had for his motto that the customer is always right. Controversies and arguments never settle anything and are sure to breed feeling. It is better to be imposed upon sometimes than to get into disputes.

Confidence is another element of selling goods that wears well. When customers not only like you for your cordial, cheerful manner, but also trust you because of the square treatment that they always receive at your hands, then you have an asset that can be reckoned in dollars and cents when your balance is struck at the end of the year.

You must cement all these qualities by good, prompt service, for, contrary to the general opinion, courteous treatment, square dealing and good service count for more in selling goods than low prices. You can easily satisfy yourself on this score by noting that the permanently successful merchants in every line of commercial life have been those who based their dealings on quality and service rather than on price. It is a good scheme, however, to keep your customers posted as to the prices of your goods by means of circulars, personal letters, and advertisements. One reason why the catalog houses are successful is because every one who wants to buy from them knows just what the goods cost when he orders. It also pays to have the latest and newest things in every line and to tell your customers about them and what they are being sold for. Also to have bargains at regular intervals to attract trade, especially the woman shopper. In every way, by up-to-date methods, and especially by your own personal initiative, gain the good will and confidence of your trade by constantly proclaiming your wares.

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— AND —

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Maddock & Miller 27
Morimura Bros 28
Mogi, Momonoi & Co 28
Noe, Wm. R., & Sons 29
Pitcairn, W. S 28
Redon, M 27
Straus, L., & Sons 27
Straub, Paul & Co 29
Tharaud, J 27
Tajimi Co 28
Takito, Ogawa & Co 28
Venon, J. H 29
Vogt & Dose 27
Wedgwood, Kennard L 28

Materials.

Drakenfeld, B. F., & Co 30
Roessler & Hasslacher Chemical Co 30

Cut Glass.

Bergen, J. D. Co., Meriden, Conn 29
Bowman, Geo H., Co., Cleveland 7
Dorflinger, C., & Sons 3, 27
Honesdale (Pa.) Decorating Co 27
Pairpoint Corporation 29
St. Louis Crystal Glass Co 31

Lamps and Brass Goods.

Bradley & Hubbard Mfg. Co 32
Imperial Art Glass and Lamp Works 3
Manhattan Brass Co 31
Miller, Edward, & Co 32
Plume & Atwood Mfg. Co 32
Pittsburgh Lamp, Brass & Glass Co 32
Phoenix Glass Co 28

Domestic Pottery.

Benedikt, H 27
Brush-McCoy Pottery Co., Zanesville, O 7
Cartwright Bros. Co., East Liverpool 4
Guernseyware 28
Mayer China Co., Beaver Falls, Pa 5
Roseville Pottery 29

Glassware.

Bryce Bros. Co., Mt. Pleasant, Pa 30
Cox & Lafferty 29
Cambridge, The (O.) Glass Co 27
Dela Croix, Chas. J 28
Dorflinger, C., & Sons 27
Duncan & Miller Glass Co., Washington, Pa 29
Fostoria Glass Co 27
Gillinder & Sons, Inc 28
Gray, Horace C., Co 28
Heisey, A. H., & Co., Newark, O 29
Lancaster (O.) Glass Co 27
Scharff, Sidney N., St. Louis 31
Tarentum Glass Co 27
United States Glass Co., Pittsburgh 2, 29
Williamsburgh Flint Glass Co 31

Miscellaneous.

Basket Novelty Co 3
Celluloid Cap and Metal Ring Co., Nepera Park, N. Y 31
Fifth Avenue Building 5
Robert Rawsthorne Engraving Co., Pittsburgh 30

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 7, 1916

THE CONDITION OF BUSINESS.

New York

Years ago the month of December was considered one of the best in the year. At that time the buying of holiday goods from stock was the rule, rather than the exception. Holiday goods are now bought in February and March. Few "fancy goods" are now in demand, and the wares sold for the festive season are nearly all utilitarian in character. Taking all these facts into consideration, it is surprising to learn that the call for crockery and glass this month is as nearly as large as at any time during the season. The men are all back from the road, and yet the mail orders are piling in at an astonishing rate. These orders are independent of anything placed previously and are largely for immediate delivery. With the present condition of stocks, both in the factories and in the hands of the importers, it is probable that only a comparatively small percentage of these orders will be filled. Buyers know this, or ought to know it; and yet so urgent is the call that they are taking chances to get at least a part, if not all, of what they need.

The pleadings of buyers for goods are pathetic. They do not even ask the price these days. And the price doesn't matter, because to whatever is charged they will add their percentage of profit.

Only a couple of weeks ago there was a further advance on English goods. The importers were much perturbed. They thought this last raise would stop business. But purchasing continued on as big a scale as ever. Buyers may shrug their shoulders and ask, "When is it going to stop?" and may think unprintable things, but they put their orders in just the same and ask that the goods be forwarded as quickly as possible.

Prices on domestic glass are advanced so often that it is impossible to keep track of the market. A ten per cent raise a little while ago only seemed to excite buying, as did another ten per cent advance last week.

The potters found no falling off in orders when they put on their last raise, and the prospect of another within a few days, possibly before the first of January, instead of hurting business will probably bring more.

Retail trade everywhere never was better. People are buying without regard to prices, and the ultimate consumer is taking his place alongside the retailer in waiting as patiently as he can for what he needs. And it looks as if he will have to wait; for not only are the factories on both sides of the water months behind in deliveries, but now comes the greatest car shortage in the history of the country. The railroads seem to be paralyzed. All the satisfaction shippers can get from them is, "We are doing the best we can." But that does not put goods on the shelves of the retail dealers.

East Liverpool and Vicinity

New business for 1917 delivery continues to be received by the potters of this district in liberal volume. Nothing is being accepted for current season shipment. Many manufacturers are from four to five months behind in shipments, and with

the new business coming in have from six to nine months' business now on file. Workers are still not reporting for duty as regularly as manufacturers would like. The supply of saggers also continues short. Prices of some raw materials continue to advance. No surprise will be expressed by buyers to see some items in the hotel line advanced, nor to hear of bulk car packing charges being increased, owing to the higher cost of straw and labor.

Pittsburgh and Vicinity

Factories are not taking any orders for December shipment. Considerable business has been booked for first quarter delivery in 1917. It may be that additional advances on glassware will be authorized before very long, manufacturing costs continue to increase.

DESTROYED BY FIRE.

A BRIEF letter from the Lonaconing (Md) Glass Co. announces that their buildings were destroyed by fire on Sunday night. They were probably well insured. The business was founded by Thos. Dugan, who ran the factory for a few months, and then left. A company was formed by the people of the town and it was doing a good business up to the day of the fire. It is more than likely that the plant will be rebuilt as it is the chief manufacturing industry of the place, employing about 150 people. Much, however, will depend on the condition of the machinery.

THAT CUBAN POTASH FIND.

WHEN, on September 25, a report was cabled from Havana, Cuba, that "millions of tons of potash have been discovered near Motembo, on the border line between Matanzas and Santa Clara provinces," and that "engineers declare the deposit to average 25 per cent pure," the "Oil, Paint and Drug Reporter," in the interests of the chemical and fertilizer industries which it represents, induced the Department of Commerce of the United States to cable to the consul-general at Havana for confirmation or denial of the report.

No reply was received for several days, and then a cable was received from Vice-Consul Wolcott, through the State Department, which said:

"Best information obtainable here indicates report as to potash discovered not well founded. Will investigate further."

In the interim the columns of the daily newspapers of the country called attention doubly to the alleged "discovery"; in the news columns, with optimistic reports from Havana, and denial of the wording of the above telegram in alleged statements by Vice-Consul Wolcott; and in the advertising pages by glowing announcements of a new $5,000,000 corporation with '4,800 acres of Cuban potash lands under lease," with the incidental detail that "applications for the listing of shares on established exchanges would be made immediately."

Nothing authentic could be gained from the scene of the discoveries. Government officials in foreign stations do not work at newspaper pressure, and experts from this country had not had time to visit the fields and make the necessary tests. Yet the publicity continued.

The "Reporter" persisted in its attempts to obtain the actual facts, and again through the courtesy of the State Department at Washington, but at its own expense, a cable was sent for further report upon the alleged discovery. The result is presented as follows:

"Cuban government engineer reports results of analysis 13 samples taken from alleged potash deposits: highest analysis fifty-one hundredths of one per cent. Detailed report will be submitted as soon as available from official sources."

From "25 per cent pure potash" to but one one-hundredth per cent more than one-half of one per cent potash in the best sample outranges in veracity the yellowest of yellow journalistic efforts! This infinitesimal quantity is to be found in any limestone rock!

LIVERPOOL EXPORTS.

From the Freight and Shipping Circular of Smith, Christmas & Co. (formerly John Edwards & Co.), Liverpool.

TO	Shipments week end'g Nov. 18, '16	Corresponding period 1915	Exports Jan. 1 to Nov. 18, '16	Corresponding period 1915
New York ...	176	31	11875	8623
Boston	82	49	3929	4016
Philadelphia .	6	70	697	2115
Baltimore	122	67	3073	6202
San Francisco		8	1265	1503
New Orleans	....	4	175	375
Portland, Me..	....	....	249	1094
Galveston .	....	....	....	10
Newport News.	3	....	37	72
Portland, Ore	8	....	57	159
Inland Points..	....	....	382	521
Total	397	229	21739	25050

From David Inglis & Co.'s Circular

TO	Shipments week end'g Nov. 18, '16	Corresponding period 1915	Exports Jan. 1st to Nov. 18, '16	Corresponding period 1915
Boston .	82	49	4166	4006
New York .	176	31	11920	8623
Baltimore	122	67	3252	6202
Philadelphia...	6	70	695	2118
New Orleans .	. ..	4	183	735
Newport News.	....	....	34	72
San Francisco.	....	8	1265	1533
Portland, Me..	....	....	484	1094
Galveston. ...	....	....	....	10
Portland, Ore..	8	....	28	159
Inland Points..	....	....	125	459
Total..	394	229	22152	25011

The Potters' Convention.

In calling the thirty-eighth Annual Convention of the Potters' Association to order in the "Blue Room of the William Penn Hotel, Pittsburgh, Pa. at 11:30 o'clock, December 5th, President T. A. McNicol referred in unmistakable terms to the salient events that occurred in the industry since the meeting at Washington, D. C., a year ago. He said:

"I appreciate very much the honor of being your presiding officer, at this 38th Annual Convention.

"Just this time one year ago we were concluding a year that on account of low tariff had been very unsatisfactory; orders had been scarce and prices low. However, we were optimistic, and had good reasons for so being.

"We felt that the blockade caused by the European War would more than offest the low tariff which was to be our lot during 1916. Had we not just signed a scale with our workmen through the National Brotherhood of Operative Potters, that would not terminate until 1917? We had reason to know what our labor costs would be, and the conditions under which we would operate for two years. We were also very hopeful that before this scale would expire, the cause of low tariff and business depression would be obliterated, and that a Republican President, House and Senate would be ours, and that before the war terminated, conditions and tariff would be so regulated that we above all other manufacturers had good cause for optimistic views.

"What happened is history. The blockade is still on. 'He kept us out of war' upset our political hopes How well our signed scale served us we know, and no doubt the report from our Labor Committee will contain suggestions as to what kind of an agreement we should enter into in the future.

"We cannot help but know that the year 1916 has been one of unusual working conditions. All manufacturers suffered, as will always be the case when there are four or five jobs for each workman. That we in East Liverpool did any work at all is entirely due to the hard work and untiring efforts of our labor committee. We had every reason to believe that we would receive some support from our workmen, and on that account, and feeling that we knew what our materials would cost, we booked a large volume of business. However, it seemed that over night almost, we found the cost of materials increasing, and our workmen very much dissatisfied, refusing to abide by their signed contract, or to listen to advice from their national officers. Surely they wanted an increase, but not so much that, as they seemed determined to show their disloyalty and rebellious attitude to both their union, and the manufacturers.

"Some people in the potting district not in a position to understand, believed that we should give the workmen an increase, and immediately advance our goods. This was impossible other than at a greater loss than some manufacturers could stand, as we were in duty bound to take care of orders already placed. Merchants could not believe that a signed agreement such as we had with our workmen could amount to so little, and that it was impossible for us to keep our men working, and it was not until they began to realize just what we were up against that we were able to rectify in any manner wages and prices.

"You must then realize what our labor committee had to contend with, and that we were able to bring our business up to better than 60% capacity is indeed wonderful, and was only brought about by the hard and humiliating work night and day by them.

"That an honest effort was made by the manufacturers for a strict enforcement of the wage agreement cannot be denied, and we should feel proud, one of the other, that almost 100% of us stand loyal. Our discharge agreement was most helpful, and my personal experience as a member of that committee convinces me that the factory that lived up to it is the one that had the least trouble.

"It is indeed with great sorrow that we record the death of two of our most honored members during the past year—our past presiding officer, Mr. Chas. F. Gosser, of Coshocton, and our Historian, Mr. Henry Brunt of Baltimore. The vacancies caused in our ranks by the deaths of these two eminent gentlemen will be a great loss to our Association, and in accordance with our custom, I suggest that we take action for a fitting expression of our respect and sympathy.

"We will receive reports from the various committees, which I am sure will not only bring out many interesting points, but ones that will as well be helpful to our association, and I know that before our meeting adjourns we will have decided on plans that will be most beneficial to our future. The year we are just entering upon is full of hope and expectation, and I trust that our optimistic views will be fully realized. Gentlemen, I thank you.

MEMBERS IN ATTENDANCE:

W. E. Wells, Louis T. Aaron, Marcus Aaron, Chas. I. Aaron, and Fred B. Lawrence—Homer Laughlin China Co., East Liverpool, O.; W. L. Smith, W. L. Smith, Jr., and W. C. Lynch—The Taylor-Smith & Taylor Co., East Liverpool, O.; William H. Phillips, Josiah T. Smith and Thos. B. Anderson—The Smith-Phillips China Co., East Liverpool, O.; John P. Carling and Will I. Pope—The Pope Gosser China Co., Coshocton, O.; W. S. George, C. W. George, R. N. Logan—The W. S. George Pottery Co., East Palestine, O.; William T. McNutt, I. E. Minch—The Albright China Co., Carrolton, Ohio; H. W. Blake, W. V. Blake, and H. D. Brookman—The Trenle China Co., East Liverpool, O.; P. McNichol, and D. M. Cronin—The Standard Pottery Co., E. Liverpool, O.; and the Salem China Co., Salem, Ohio; T. A. McNichol and L. H. Brush—The T. A. McNichol Pottery Co., E. Liverpool, O.; H. P. Knoblock, and T. A. McNichol, 2d—The Potters'

Co-operative Co., E. Liverpool, O.; Guy E. Crooks, Harry J. Bennett and S. L. Pitcock—The Crooksville China Co., Crooksville, O.; Samuel B. Larkins and F. B. Judge, Jr.—The National China Co., Salineville, O.; Jos. Mayer, Earnest Mayer and Arthur E. Mayer—The Mayer China Co., Beaver Falls, Pa.; Wm. Burgess—The International Pottery Co., Trenton, N. J.; Ambrose G. Dale—The International Pottery Co., and the Cook Pottery Co., Trenton, N. J.; E. L. Henderson and R. E. Henderson, The Carrolton Co., Carrolton, O.; Edwin H. Bennett and Geo. A. Baller—The Edwin Bennett Pottery Co., Baltimore, Md.; E. L. Torbert and A. W. Schenk—The Onondaga Pottery Co., Syracuse, N. Y.; Robt. T. Hall—The Hall China Co., E. Liverpool, O.; James Shaw and W. C. George—The Canonsburg Pottery Co., Canonsburg, Pa.; C. L. Gray, The Cartwright Bros. Co., East Liverpool, O.; W. H. Robinson, The Colonial Co., East Liverpool, O.; Thos. Carr, The Carr China Co., Grafton, W. Va.; H. R. Wyllie, The H. R. Wyllie China Co., Huntington, W. Va.; John W. Vodrey, The Vodrey Pottery Co., East Liverpool, O.; C. C. Ashbaugh, The West End Pottery Co., East Liverpool, O.; H. N. Harker, The Harker Pottery Co., East Liverpool, O.; William Scammell, The Maddock Pottery Co., Trenton, N. J.; J. B. McDonald, The Knowles, Taylor & Knowles Co., East Liverpool, O.; H. D. Wintringer, The Steubenville Pottery Co., Steubenville, O.; Chas. E. Doll, The Mt. Clemens Pottery Co., Mt. Clemens, Mich.; George C. Thompson, The C. C. Thompson Pottery Co., E. Liverpool, O.; Edwin M. Knowles, The Edwin M. Knowles China Co., E. Liverpool, O.; John A. McNichol, The D. E. McNichol Pottery Co. of W. Va., Clarksburg, W. Va.; C. W. Foreman, The Owen China Co., Minerva, O.; Walter B. Kerr, The Iriquois China Co., Syracuse, N. Y.; J. M. Horton, The E. H. Sebring China Co., Sebring, O.; W. I. Gahris, The Limoges China Co., Sebring, O.; O. H. Seebring, The French China Co., Sebring, O.; Chas. L. Seebring, The Seebring Pottery Co., Sebring, O.; Chas. F. Goodwin, Secretary; C. Nick Muessig, B. F. Brackenfeld & Co., New York; Norman G. Smith and Chas. M. Franzheim, The Maine Feldspar Co., Portland, Maine; W. Malsch and Harry W. Smith, The Roesaler & Hasslacher Chemical Co., New York; Chas. Brian, Chas H. Knight and Geo. Brian, The Paper Makers' Chem. Co., New York; Albert Picken, Palm, Fechteler & Co., New York; Geo. J. Niebuhr, The Hanovia Chem. Mfg. Co., Jersey City, N. J.; J. M. Manor and C. V. Beatty, The Golding Sons Co., Trenton, N. J.; H. L. Harris, The Pacific Coast Borax Co., New York; D. R. Edgar, The Edgar Plastic Kaolin Co., Metuchen, N. J.; O. C. Sarver, The National Lead & Oil Co., Pittsburgh, Pa.; M. K. Zimmerman, The Crockery & Glass Journal, New York; J. G. Kaufmann and H. W. Gowding, China Glass and Lamps, Pittsburgh; Joseph F. O'Gorman, The Pottery and Brass Salesman, New York, and C. W. Capes, J. B. King & Co.

The most salient report submitted during the first session was that of W. E. Wells, as Chairman of the "Labor Committee" of the United States Potters' Association. Calling a spade a spade, but being positive to speak solely upon undisputable fact, Mr. Wells related at length the troubles the manufacturers passed through during the past fiscal year. He also referred to the desirability of having more substantial guarantees from the workers than have been given the manufacturers heretofore. Mr. Wells said:

"Anything approaching a complete report of the activities of the Labor Committee for the year 1916 would consume more time and space than such a disagreeable subject deserves. It would approximate a daily chronicle of the almost hopeless struggle to keep at work men who seem to have lost all sense of responsibility or obligation. It would have to show that our labor agreement is a one-sided instrument binding the employer to the performance of his pledges to the last penny, and to the utmost in the matter of working conditions, but with no power to hold the union man from the moment he conceives an advantage may be gained by a dishonorable repudiation of a contract.

"It has been suggested in previous reports of your committee that the labor contract should be protected by some sort of enforcible penalty for violation. It was suggested that an emergency might at some time arise when something more than the good intentions of the officers of the Brotherhood would be required to hold the rank and file in line. This suggestion has also been made to the Brotherhood conference committee from time to time, but was always lightly waived aside as being based upon the wholly groundless and unjust suspicion that union men could not be held upon their word of honor, especially when supported by their oath of allegiance to the Brotherhood.

"Precisely the thing feared has happened. Time and again during the past six months the agreement has been repudiated, the potteries of our members been closed entirely or in part, and the Brotherhood discredited and dishonored by a class of bandits calling themselves union men who will respect their own solemn pledges only in so far as they may be compelled to do so by necessity or by law.

"It is the general belief, and it is probably true, that a majority of the members of the Brotherhood are not in sympathy with the "stand and deliver" methods of this class of highbinders, but the class is big enough to control the entire membership of some of the locals, and the entire body of workmen in some of the branches. The fair-minded men have not been much in evidence. They have not asserted their independence, but have meekly submitted to the outrageous dictates of unscrupulous men who are a disgrace to unionism, and a menace to any industry or community afflicted with their presence.

"There can be no question as to the sincerity of Brotherhood officials in their desire that the men shall play fair, but they appear to be powerless in the premises. The only criticism that may justly attach to the officials is that their organization does not possess effective machinery for enforcement, nor have they consistently imposed the penalties their laws do provide for gross breach of obligation. Men who have repeatedly defied the authority of the Brotherhood, and glaringly violated the vital rules of the organization are not only unpunished, but are still recognized as members in good standing, some of them still holding positions of grave responsibility.

"The Brotherhood holds the power to enforce literal observance of contract on the part of our members, and it goes without saying that they are prepared to exercise that power, without mercy, should the occasion ever arise, but they have no power, nor have we, to enforce observance upon the part of the men they represent. Is it fair?

"It should not be forgotten that our method of bargaining with the Brotherhood is the plan that they demanded. It must not be forgotten that they assumed responsibility for the good faith of the men. They have not made good. Under the first real test the agreement becomes a worthless scrap of paper, the authority of the Brotherhood collapses, and the employers sustain incalculable damage as the result of breach of contract. It has been demonstrated that the wage agreement is effective just so long as a man discharged for dishonest behavior cannot readily find other employment, but just so soon as the labor demand

exceed the supply, the tyranny of labor begins. The conservative union element is submerged, the radical element takes the saddle, and when that element conceives it has the employer at its mercy, it has no mercy.

"This may be regarded as a severe arraignment, but it is no more than a plain statement of cold facts, abundantly borne out by the unhappy experience of the past eight months. The fatal weakness of the labor contract has been demonstrated, and since it will have a direct bearing upon future labor negotiations, we must recognize the deplorable fact that there is not sufficient honor in the rank and file of the Brotherhood to guarantee the integrity of any agreement, based only on honor, to which that organization is a party.

"In support of these charges, and as a matter of record, it is in order to mention specifically a few of the aggravated cases of violation.

"At seven a. m. on May 12th, the Warehouse in one of the large plants of the East Liverpool district made a demand for an advance of fifty cents per day over the wages set by the uniform scale. The demand was coupled with a threat to strike in four hours unless the employers came to terms. At 11 o'clock they all walked out, and were shortly followed by the warehouse men in several other plants. After ten days they returned to work on May 22nd, and were subsequently granted an advance of 25 cents per day. It developed that only a limited number of the strikers were members of the Brotherhood, but that fact was not known to the manufacturers. The Brotherhood had insisted that we make wages for warehousemen a part of the agreement, and we properly assumed they were in position to control that branch of the trade.

"The Oddmen struck at the same time for a similar advance, and without notice. Since these men are not organized, their defection cannot be charged to the Brotherhood.

"Almost immediately following the warehousemen's strike, the kiln drawers walked out of every plant in the East Liverpool district on the morning of May 25th. Not only was that strike inaugurated without notice, but the demand for a wage of two dollars per man per kiln was not presented until the second day after the walk-out occurred. The strikers included the members of local No. 17 of the Brotherhood, and was engineered by them in direct violation of agreement. A new wage scale representing a substantial advance was concluded on May 26th with a committee of Brotherhood officials and kiln drawers, but the strikers refused to accept the new scale until June 8th, after having cost the potteries two weeks' production, and all workmen two weeks' wages. Throughout this strike the kiln drawers were supported by the active encouragement of the men then in control of Kilmen's local No. 9. They made things interesting for manufacturers by fostering the strike, and for the Brotherhood officials by demanding strike benefits.

"Along about the middle of December a controversy arose with the mould makers over the price to be paid for moulds for casting cup handles. The preposterous demand made by the committee representing the mould maker's local, was a price to net the workman about $1.00 per hour. The demand was the most impudent and unreasonable attempt to block the new process that has yet been encountered, since it was coupled with a threat that unless the price was immediately settled, without awaiting action of the Standing Committee, they would at once strike the work. This they subsequently did by action of their local clearly in violation of their agreement. That action of the Local was later rescinded, and it has since developed that at the price we offered, which was 30% below the price asked, men can still earn 80 cents and upwards per hour.

"Early in August Local No. 9 passed an illegal resolution in violation of contract demanding that all green saggers be delivered free to bisque kilns, and ordered all kilnmen to refuse to handle such saggers as had always been the custom at a majority of the plants. The order was obeyed by all kilnmen, even by those not in sympathy with the holdup, because they feared the vindictiveness of the highwaymen of No. 9 more than they respected their solemn oath to the Brotherhood. That Local, which has surpassed all others in the utter ugliness of its conduct, and in the brazen contempt for every principle of right or justice, had previously been guilty of three distinct and exasperating breaches of contract. They had issued an order that no kilnmen should work after 4 o'clock, they had refused to allow the placing of an extra apprentice as provided by the agreement, and they had ordered that certain sweeping should be discontinued that had been customary in some of the large plants for upwards of 20 years. A good percentage of kilnmen, with a saving sense of common fairness, were opposed to these measures, but they were bulldozed, threatened, and brow-beaten into submission.

"Before any adjustment could be made of the controversy over the delivery of these saggers, trouble arose with the saggermakers, who, following the lead of the kilnmen, demanded free preparation and delivery of clay. This action was based upon a resolution of Saggermakers' Local No. 16 of East Liverpool, and was followed by similar action by other locals in the west. The demand carried the usual threats of a strike in case the manufacturers should not immediately throw up their hands and submit. That threat was made good on August 15th, and no saggers were made in the East Liverpool district, nor at some other points, until after the strikers had won a partial victory on September 25th.

"The strikers freely admitted that they were in violation of the explicit terms of the contract, and made no attempt to justify their bad faith except to ask, "If No. 9 can get away with that kind of thing, why can't we?" The effects of this six weeks' strike are still being felt in a curtailed production from shortage of saggers in some plants. The total loss of business resulting in the entire territory was little if any less than the equivalent of 1,000 glost kilns, and a loss of wages to employes of half a million dollars. While not minimizing the guilt of the saggermakers for this crime against the entire potting community, it is an admitted fact that it was the logical outgrowth of the tyrannical methods employed by that small group of individuals responsible for the gross misrule of No. 9. Men of that type are a pestilence to any community. The penalty falls largely upon the innocent fellow workman, and why the level headed men of unionism, who, after all, are in the large majority, continue to endure such pests, and to permit them to operate under the cloak of unionism, is still an unexplained mystery.

"Early in the summer the President of the Brotherhood called the attention of your committee to the rising wages in other industries, and suggested that, regardless of agreement, it would be a generous and possibly a wise thing for the potters to grant a voluntary increase. The suggestion was well meant, and lead up to negotiations which resulted in the advances to jiggermen and women, embodied in supplement No. 3 of the Chalfonte Agreement adopted on July 25th.

"Along in September President Menge called attention to the rising cost of living necessities and argued that this condition warranted a more comprehensive advance in wages. He rightfully claimed that the officers of the Brotherhood had been personally loyal to the agreement, and expected to remain so, but that the material change in conditions should be recognized. While we might have stood pat, especially in view

of the fact that when conditions were the exact reverse in 1914 and 1915, there was no suggestion of a concession by the Brotherhood, and while we might with good reason have resented the bad conduct of some of the locals to the extent of insisting that the deal be closed, yet your committee took the broader view, and laid the whole subject before a general meeting of this Association at the William Penn Hotel on September 19th, with the recommendation that an increase be voluntarily granted. You authorized your Committee to proceed accordingly, and in pursuance of that authority, Supplement No. 5 of the Chalfonte Agreement was completed and promulgated on October 18th, granting wage advances to become effective on the first full pay after November 15th.

"The agreement covered by this supplement applies only to the earthenware firms, but subsequently a similar increase effective at the same time was granted the makers of vitrified china, as covered by supplement No. 6.

"The voluntary increases granted between May and November will cost the members of this Association in added wages upwards of $800,000 in one year of normal operation.

"There are no strings to the proposition other than certain reasonable provisions intended to reach only the man who persists in not playing fair. We expect to get nothing in return except reasonably faithful service, and an honest regard for the agreement. It would be assumed that a gift of this magnitude would be gladly welcomed, and it was by a large majority of those benefited, but No. 9, true to form, again showed its teeth. Although a special committee from No. 9, appointed for that purpose, took part in formulating Supplement No. 5 and concurred in all the provisions thereof, the Local repudiated its own committee, and tried to repudiate the contract they had made. Although a minority in numbers, that same old crowd that has been trying to wreck the Brotherhood, got a resolution through No. 9 ordering every member to serve his two weeks' notice on November 18th unless the employers should grant the proposed 10% increase without any conditions whatever, their purpose being evidently to leave the door wide open for unchecked dishonesty. They were clearly afraid of any provision that the advance be conditioned upon decent behavior.

"A letter reciting this action was addressed by the officers of the Local to our Association. Since that letter clearly established a conspiracy on the part of members of No. 9, they had at last placed themselves in a position where they could be prosecuted through the Courts, should that conspiracy be carried into effect. Thereupon, the Labor Committee replied, declining, as it has always done, to deal directly with any Local, declaring that our Association would stand literally by the agreement, and serving notice, that prosecutions would follow if the threat were carried out.

"Whether the letter had any effect, is of course, not known, but at all events No. 9 reconsidered, and on September 20th submitted the question to a secret ballot of the Local, which resulted in a two to one victory for the decent element of that organization. The vote of about 135 to repudiate the agreement probably represents the full strength of the party that has caused such a turmoil all summer. The number is less than one-third the membership of No. 9, and it is a sad commentary on the present system that such a small number should have such infinite power for mischief.

"Of course this Association can do but little to rid the trade of the incubus of men of that type, but the Brotherhood should find a way to clean house. They should devise an effective method for dealing with outlaws of that stripe that would severely penalize dirty work, and place at a premium faithful obedience to their own laws respecting the observance of that instrument most vital to them and to us—the labor agreement.

"A large portion of this report has been devoted to the attempt to show in its true significance the disastrous effect of bad faith in dealing with the labor contract. Plain language has been used to picture in all its ugliness the nature and the far-reaching effect of such violation. It is important that this picture be impressed upon the vision of all concerned, as the future welfare of our industry and prosperity of our workmen depend upon the correction of these evils, and the elimination from all voice in labor affairs of men who willfully disregard their pledges.

"This is not intended to be a condemnation of the fundamental idea of unionism, nor a criticism of the workmen body as a whole. The vast majority of the pottery work people are intelligent and fair. They are actuated by proper motives, and fail only in so far as they submit through intimidation to the sand-bagging methods of an insignification minority.

"Since the present contract will expire before the next annual convention of this Association, the question comes properly before this meeting as to whether another agreement with the Brotherhood shall be entertained without more substantial guarantees than have been given us heretofore. Whether the Brotherhood, through its proven inability to enforce observance of contract has canceled its right to deal with this Association in the old way is a vital point upon which your Committee awaits your decision."

In the printed record of the proceedings of this meeting the six amendments to the Chalfonte Agreement will be affixed and made a part of the report of Mr. Wells.

REPORT OF STATISTICS COMMITTEE:

Joseph Mayer, chairman of the Statistics Committee, presented the following report, which showed an increase in the production of domestic pottery during the past fiscal year of nearly 18 per cent.

The production of Earthenware and China in the United States of the kinds made by members of this Association during the year 1915 is as follows:

White Granite, Semi-Porcelain, and C. C. Ware	$15,324,242
China	2,330,156
Total	$17,654,398

This being an increase of $301,633 or 17.38% over the production of 1914.

By states the production has been as follows:

Ohio	$10,184,834
West Virginia	2,837,766
New Jersey	1,649,488
Other states	2,982,310
Total	$17,654,398

This report does not include Sanitary ware or Porcelain electrical goods. If these were added the total value for 1915 would be $30,318,816 or more than 81% of the value of all pottery products.

Importations of Pottery ware for the years ending June 30th, 1914, 1915 and 1916 were as follows:

	1914	1915	1916
Undecorated	$992,976	$631,907	$691,933
Decorated	7,863,124	5,286,397	4,914,147
All others	1,773,078	2,763,168	231,126
	$10,629,178	$8,681,472	$5,837,206

The importations by countries (for the years ending June 30th) have been as follows:

	1914	1915	1916
Germany	$4,158,243	$3,147,709	$1,042,501
United Kingdom	2,450,251	2,377,893	1,943,117
Japan	1,350,017	1,258,390	1,268,621
France	1,659,768	1,050,738	1,024,078
Austria-Hungary	664,391	401,009	148,761
Other countries	346,508	445,728	410,128
	$10,629,178	$8,681,472	$5,837,206

It is worthy of note that the Japanese importations exceed those of France, and when the foreign value is considered it means a displacement of over three times as many goods in American values.

For the first nine months of the calendar year, viz., from January 1st to September 30th, 1916, the importations have been as follows:

	1914	1915	1916
Undecorated	$587,086	$438,458	$480,611
Decorated	4,448,628	3,212,849	3,501,418
All others	1,978,031	1,362,209	210,498
	$7,013,745	$5,013,516	$4,192,527

The following countries supplied these goods in amounts as follows:

	1914	1915	1916
Austria-Hungary	$353,333	$145,150	$81,601
France	954,095	699,128	774,966
Germany	2,645,833	1,266,341	305,860
United Kingdom	1,790,809	1,658,556	1,560,538
Japan	1,024,981	931,771	1,046,703
Other countries	244,694	312,570	422,859
	$7,013,745	$5,013,516	$4,192,527

Although not shown by these figures, the importations from England have been steadily increasing during the past four months.

The following deaths have occurred amongst our members since our last report:

Charles F. Gosser, President of the Pope Gosser China Company and ex-President of our Association.

Henry Brunt of the Edwin Bennett Pottery Company and Historian of our Association.

Additional kilns have been erected as follows:

French China Co., Sebring, Ohio..... 1 Kiln
Sebring Pottery Co., Sebring, Ohio..... 1 Kiln
Shenango Pottery Co., New Castle, Pa..... 3 Kilns

The Anchor Pottery has erected an additional building for making saggers in.

The following companies have started the manufacture of Vitrified Hotel China:

The Carr China Company of Grafton, W. Va.
The Jackson China Company of DuBois, Pa.

The Greenwood Pottery Company of Trenton, N. J., has suffered loss by fire on two occasions this year.

Considerable anxiety has been felt about the supply of fuel. Some factories have been partially closed on this account, and others have been compelled to pay very high prices for coal notwithstanding they had contracts running.

REPORT OF KILN AND FUEL COMMITTEE:

The Kiln and Fuel Committee through its chairman, Guy L. Crooks, read the following report:

"Being situated one hundred and fifty miles or more from the pottery center, I find it somewhat difficult to keep informed on the various changes that have taken place in the numerous potteries representing the United States Potters' Association. However, as far as I can learn, there has been no improvement of any particular note in the construction of the kilns now in use during the past year. As to how many new kilns that have been added, I am unable to say. Nevertheless, it is an evident fact that all kiln space has been in action as far as the labor situation would permit.

"There has been much for which we should be thankful during the past year, and the future in many ways seems to be full of hope, but there is one problem which we have failed to solve, which in my mind is the most serious proposition that confronts us today. We may with much care select the highest class materials to be obtained, design the most artistic shapes, solve all the labor problems, secure such legislation as will protect us from the invasion of the foreigner, and sell our product on the market at prices that will yield us a handsome profit, and fail to secure a fuel on which we can depend for steady operation of our kilns, then all our efforts have been fruitless and of no avail.

"I note from a paper which was written by Mr. Henry Brunt and read at the annual meeting at Washington, December, 1906, in speaking of the shortage of natural gas he said: 'This seems to mark the beginning of the end of the use of natural gas in the production of pottery and presages a return to the old method of burning kilns by the use of coal.'

"The shortage of gas throughout the State of Ohio the past few weeks without any hope of being able to secure a more adequate supply, prompts us to say that the prophesy of Mr. Brunt is this day fulfilled. Ten years have passed since he gave out this warning, and in all these years but little has been done to meet the critical condition that faces our industry at the present moment.

"To return to coal, as many of the potteries will be obliged to do, will increase the cost of fuel, at the present prices of coal, almost 50%, besides the dirt and inconvenience that we will be subjected to from its use. When we speak of the various gas companies upon whom we may depend for several years for our fuel, such as the East Ohio Gas & Light Co., The Ohio Fuel Supply Co., The Manufacturers Light and Heat Co., we sum them up together and it spells—The Standard Oil Co.

"When we consider that practically all the coal unmined in Ohio, West Virginia, and Pennsylvania, is in the hands of a few people, and we see the grip that they have made upon the markets of our commonwealth in the past thirty days, our mind is taken back to our boyhood days when we studied the little story of "The Spider and the Fly." Would it not be wisdom on the part of the United States Potters' Association to create a fund which would be sufficient to make a thorough investigation of the clay working industries of the United States and Europe, for the purpose of adopting other methods of burning our production than the method now in use, and give such information as may be obtained, to the members of the Association?

"There is being installed at the Ludowici Celadon Co.'s Tile Plant at New Lexington, Ohio, a Richardson continuous kiln, which in my judgment would successfully burn pottery at a considerable saving in fuel over our present methods of burning. This kiln is built in two sections of eight kilns each, and is heated with producer gas. The kilns are constructed so as to transmit the heat from one kiln to another without the loss of a single unit of heat. In visiting this plant a few days ago, Mr. Frew, their manager, stated that they were firing this kiln at a great saving over their other kilns in which they were using natural gas. This kiln when completed, will coat, including the Producer Gas Plant, $150,000. It would be too large for the average

white ware pottery, but could be built on a small scale so as to meet the requirements of each individual plant. There is a movement on foot at the present time to install a Producer Gas Plant in the Zanesville-Crooksville district, with sufficient capacity to supply all the potteries in said district, and the outlook is most favorable at this time that such a plant will be installed. As it now looks, until such time as some other method can be formulated to relieve the present critical condition, we will be obliged to adopt the old method of burning coal.

TRANSPORTATION COMMITTEE REPORT:

Mr. H. P. Knoblock, Chaiman of the Transportation Committee made an exhaustive report relative to the effort of the western classification committee which early in the year proposed some radical changes in the pottery schedules. It was proposed to change the class from third to second class in less than car lots, and apparently do away with the cask rating, which would tend to increase the freight rates in the western classification territory from 12 to 49%.

Mr. Knoblock presented in detail the brief filed with the carriers' committee in behalf of the United States Potters' Association.

It was pointed out in this brief that of the less than car lot shipments the total was approximately 62% of the total production which amounted to nearly eighteen million during 1915.

The carriers sought to discourage the use of casks, although for years they permitted and encouraged the use of such a container. The brief also declared there was no sound reason for advancing the rates on casks and hogsheads to the same classifications as barrels, boxes and crates. The brief, which was very exhaustive, protested in strong terms against any change in the present rates on pottery. The brief also received the hearty approval of many dealers, who joined the association in protesting against any advances.

The committee reported that it had been able to secure the maintenance for the third class rating, and have accepted the casks as the best container for less than car load lots of pottery.

REPORT OF ART AND DESIGN COMMITTEE:

Through their Chairman, William H. Phillips, the "Art and Design" committee submitted the following:

"Your committee is unable in a short report to go into the matter of Art and Design in detail as it deserves. Art in pottery is nothing more or less than the finished result of a pleasing expression. Commercial possibilities are, however, controlled more or less by style.

"The condition of trade made possible by the turmoil abroad has taxed the potter to the utmost to partly fill his accumulating orders. Naturally the manufacturing end of the business has received the best part of his attention.

"At the same time, the ability to get an increased price has given the potter a most generous impulse to improve his designs and decorations and give to this end his serious thought.

"At no time has there been such a demand for quality in American ware, the requirements of the trade for coin gold treatment, all over and heavy border and graceful designs is simply phenomenal, showing that the trend of the present taste demands a more refined product from the American Potteries.

"The 'Game of Government' in Europe may last for a year, for two years, your Committee would not be surprised to see it continue for four, six or eight years.

"And in the meantime, the opportunity is here and with the able assistance of all American Dacalcomania Products the Potter has the opportunity and will, without question, start another chapter in the history of art under the heading 'The Renaissance of American Pottery.'"

MATERIAL COMMITTEE REPORT:

One of the most important reports of the Convention was that of the Material Committee, which urged the manufacturers to make a deeper and broader study of the industry. The report which follows was presented by the Chairman, Ernest Mayer:

"The Material Committee for years past has been called upon for a report, which from the very nature of the request they have not been able to make, for reasons they have already set forth on previous occasions.

"The suggestion that they now offer to our Association, is that the subject is one that ought to be handled on a much broader scale than can be possibly attempted by the individual members of the Association, and should follow along the lines of other industries where a properly equipped laboratory with well paid Assistants to handle the problems that come up daily before the American Potter.

"A Research Bureau such as is outlined above, could in a proper measure test all materials that showed reasonable prospects of utility, and give advice to the Potter as to the best method of using same. Such a Bureau would test all materials offered, and would report same to the Association, and not to the individual members.

"Probably one of the most important questions that could be advantageously handled would be the Fuel problem, for there is no subject on which the average Potter is more lamentably ignorant than the question of coal, and if anyone is interested enough in this particluar statement to read a small book issued by the Fuel Engineering Co. of New York, called the "Cost of Power" it will be clear to them how correct this statement is.

"The Staffordshire Potters have their Institute which is being subsidized by the Government, and the German Potters have their Technical Schools, and so far in this country nothing has been done by the Potters, although the U. S. Government has offered its services through the Bureau of Standards, Pittsburgh, Pa., to solve the Potters' problems. But if it is through ignorance of what information can be got, or whether the Potters do not know of the offer that has been made them, it still remains a fact that the small amount of work done by the Bureau for the Potters is trifling compared to the work done for allied industries, viz., Glass, Fire-brick, etc., who appear to have taken full advantage of the offer.

"The clay problem will be up in all its complications if after the War the English Government put on an export duty they have so long threatened, and they will then have every reason to do this.

"Every Pottery in the country is receiving right along samples of clay and other materials that get the common test—sometimes—a piece is whittled out, burnt in the Biscuit Kiln, then dipped and fired Glost, and the sample is pronounced some good or no good, and while it may be absolutely useless in the particular

Factory where the test is made, it may be valuable material to the other man, and a great deal of good material is lost to the Potter by this method; but the most of the material lost to the Potter comes from the fact that the man who apsses his opinion is not competent to judge of its fitness for use in industry till it is properly treated.

"Such a Bureau established and maintained by the Association, would have to be established in the district where the greatest number of Potteries are located that are in the Association, and its work would be directed by the Executive Committee of the U. S. Potters' Association.

"The object in making this short report to the Association is to ask that they appoint a Committee to make investigations of this proposed Bureau to see if such a scheme could be made advantageous to the American Potter, and if same in their judgment is practical, to present to the Association the established cost to equip and run such a Bureau with an outline of the work to be embraced in its work."

Following the reading of the report, the Association unanimously authorized the appointment of a committee to formulate plans for the establishment of a bureau of research to be maintained by the Association in accordance with the plans suggested and outlined in the report.

WESTERN DISCHARGE COMMITTEE REPORT:

President T. A. McNicol and Secretary Charles F. Goodwin, presented the annual report of the Western Discharge Committee as follows:

"Your Discharge Committee begs to report that as a rule the Discharge Agreement seems to be working satisfactorily.

"Our Secretary still encounters cases where workmen are employed without proper discharge papers and only on rare occasions are Discharges presented for renewal when the two weeks' period within which they are good has expired.

"Foremen in some cases are still lax at times in insisting upon Discharges.

"If lack of appeals to the Discharge Committee can be considered as proof that the agreement is giving satisfaction, the very small number of appeals would establish the satisfactory operation of the agreement.

Our observation is, that those firms who bear the reputation of adhering strictly to the agreement, seem to have the least trouble in having men leave in violation of the agreement. A strict living up to the Supplement No. 5 granting the recent advances which would no doubt compel perfect operation of the Discharge Agreement."

REPORT OF MEMBERSHIP COMMITTEE:

Charles C. Ashbaugh, acting as chairman of the membership committee, reported that during the year two new active members had been admitted into the association, these being the Carr China Co., of Grafton, W. Va., and the Tritt China Co., of Niles, O.

At this meeting he then presented the applications for associate memberships of the John W. Higman Co., of New York; and the Luke Knowles Co., of Trenton, N. J. There was an unanimous vote in favor of their admission.

REPORT OF PRICE LIST COMMITTEE:

The Price List Committee, which had been in executive session during the noon recess of the first day, reported through its chairman, Harry D. Wintringer, of Steubenville, O., that they would advise no changes in the present list price of any article at the present time. Changes were deemed inadvisable because of the upset conditions of the market, the recent advances in the selling rates and the uncertainty which the future held. The report of the committee was approved.

WESTERN STANDING COMMITTEE REPORT:

Its chairman, Thomas B. Anderson, presented the report for the Western Standing Committee, of the work accomplished during the past year. He stated that between 50 and 60 labor disputes had come before the committee, 45 of which had been settled and the balance turned back to the manufacturers and men for settlement. He said the committee had been "up against it," in the matter of individual settlements which had not been reported, and he cautioned the members that it was essential that all settlements be reported and recorded.

"Some arrangement should be made," said Mr. Anderson, "whereby the size, diameter-depth and holding capacity of the many new articles now being produced in American pottery be entered upon the standard list. He said the committee had about 50 meetings during the year, and believed the settlement affected had been generally satisfactory to the membership.

MACHINERY COMMITTEE REPORT:

Mark Solon, Chairman, made the report of the Machinery Committee as follows:

"Your committee regrets that there is little to report regarding the advancement of new machinery or mechanical methods.

"The Mueller Machine Company have designed and manufactured a new type of sagger machine, which in our opinion is an improvement on anything so far on the market. They have overcome the objections previously commented upon, on direct pressing machines, and there is no reason why this press should not produce saggers of any size and height, which are equally pressed throughout. This same company is at the present time building an improved type of grog pan which has many mechanical improvements over the old machine.

"I am informed that the Clay Workers Equipment Company of Akron, Ohio, are making an automatic jigger for plate making. Details, however, of this machine are not yet to hand.

"Your committee takes this opoprtunity to point out the apparent lack of initiative on the part of the whole trade towards improvements of our mechanical appliances. We think it will be generally conceded at the present time, taking into consideration the unsettled conditions of labor, that the necessity for improved machinery grows more and more important.

"There is hardly an operation in our manufacture which could not, by proper co-operation between practical potters and engineers, be more efficiently and better executed.

"Reviewing the situation and commencing as an illustration with the preparation of our sagger clay. The present method is crude, laborious and does not insure either correct or complete admixture of the clay and grog. This reflects on the life of the sagger, making it necessary to manufacture a greater number of green saggers, with the corresponding reduction of output in the bisque kiln. This question is a serious one. There is no reason either from an engineering or practical standpoint why this clay should not be prepared mechanically, insuring correct mixture both as to proportion of clay and grog and through incorporation of the ingredients. In other words clay might be

better prepared at less cost and with less dependence on manual labor.

"Looking into our slip house machines we find many manufacturers still using the old reciprocating sifters, which are unsatisfactory in the manner in which they do the work and expense to run. This type has been discarded many years ago in all the continental Potteries in favor of the rotary sifter of correct design.

"The general type of Electro Magnet constructed with coils and poles or flat plates if shown to an expert on Electro Magnetism is denounced as utterly inefficient and crude in design. This condition in the opinion of your committee is brought about by lack of co-operation between the potters and the engineers. The engineers seem to be working on ideas of their own instead of on suggestions supplied by the trade. We appreciate that this condition cannot be altered except by the exertion of individual members and they must devote time and thought to the various problems. Even if the association had to compensate in some manner for such services, we think the trade as a body would reap a benefit in full proportion to the expense. This question is perhaps at the present time of sufficient importance to warrant the serious consideration of this Association.

Following the executive session, Wednesday morning, the following officers were elected:

President .....Chas. C. Ashbaugh, East Liverpool, O.
First Vice President.....Wm. Burgess, Trenton, N. J.
Second Vice Pres.....Marcus Aaron, Pittsburgh, Pa.
Third Vice Pres.....Chas. L. Sebring, Sebring, O.
Secretary-Treas...Chas. F. Goodwin, E. Liverpool, O.

Executive Committee.

W. L. Smith, Chairman....East Liverpool, O.
Chas. Howell Cook.....Trenton, N. J.
W. E. Wells.....Newell, W. Va.
Geo. C. Thompson.....East Liverpool, O.
Edwin M. Knowles.....East Liverpool, O.
H. N. Harker.....East Liverpool, O.
C. C. Ashbaugh.....East Liverpool, O.
W. S. George.....East Palestine, O.
Chas. L. Sebring.....Sebring, O.
Patrick McNichol.....East Liverpool, O.
T. A. McNichol.....East Liverpool, O.

Labor Committee.

W. E. Wells, Chairman.....Newell, W. Va.
H. N. Harker.....East Liverpool, O.
W. L. Smith.....East Liverpool, O.
Patrick McNichol .....East Liverpool, O.
Geo. C. Thompson.....East Liverpool, O.
Thos. B. Anderson.....East Liverpool, O.
Homer J. Taylor.....East Liverpool, O.
H. D. Wintringer.....Steubenville, O.
Frank A. Sebring.....Sebring, O.
A. G. Dale.....Trenton, N. J.
W. S. George.....East Palestine, O.

Manufacturers' Cost Committee.

Chas. L. Sebring, Chairman. Sebring, O.
Jos. Mayer.....Beaver Falls, Pa.
Marc Solon .....Trenton, N. J.
John MacDonald .....East Liverpool, O.
James Shaw .....Cannonsburg, Pa.
Will Pope.....Coshocton, O.
R. N. Logan.....East Palestine, O.

Auditing Committee.

Dale D. Thompson, Chmn..East Liverpool, O.
Robt. T. Hall.....East Liverpool, O.
William Gahris.....Sebring, O.

Art and Design Committee.

Wm. H. Phillips, Chairman. East Liverpool, O.
Chris Horton.....East Liverpool, O.
H. R. Wylie.....Huntington, W. Va.
Chas. W. Foreman.....Minerva, O.

Membership Committee.

Chas. C. Ashbaugh, Chmn..East Liverpool, O.
W. W. Harker.....East Liverpool, O.
W. H. Phillips.....East Liverpool, O.
Ambrose Cartwright.....East Liverpool, O.
W. M. Robinson.....East Liverpool, O.

Price List and Size Committee.

H. D. Wintringer, Chairman Steubenville, O.
A. G. Dale.....Trenton, N. J.
W. E. Wells.....Newell, W. Va.
Hugh L. McNicol.....East Liverpool, O.
Edwin M. Knowles.....East Liverpool, O.
W. L. Smith, Jr.....Chester, W. Va.
Chas. Doll .....Mt. Clemens, Mich.
Jack Carling.....Coshocton, O.

Reception Committee.

Edwin M. Knowles, Chmn..East Liverpool, O.
W. L. Smith, Jr.....Chester, W. Va.
O. H. Sebring.....Sebring, O.
Marcus Aaron .....Pittsburgh, Pa.
John A. Campbell.....Trenton, N. J.

Kiln and Fuel Committee.

Guy L. Crooks, Chairman..Crooksville, O.
Chas. I. Aaron.....Pittsburgh, Pa.
John W. Vodrey.....East Liverpool, O.
Thos. Darragh.....Salem, O.
John George.....Cannonsburgh, Pa.
E. L Henderson.....Carrolton. O.

Historian.

Chas. F. Goodwin.....East Liverpool, O.

Transportation Committee.

H. P. Knoblock, Chairman..East Liverpool, O.
John A. Campbell.....Trenton, N. J.
John A. McNicol.....East Liverpool, O.
Samuel B. Larkins.....Salineville, O.
C. L. Gray.....East Liverpool, O.

Statistics Committee.

Jos. Mayer, Chairman.....Beaver Falls, Pa.
Louis I. Aaron.....Pittsburgh, Pa.
Wm. Tritt .....Niles, O.
Paul G. Duryea.....Trenton, N. J.
C. L. Gray.....East Liverpool, O.
G. A. Trenle.....East Liverpool, O.
Ambrose Cartwright.....East Liverpool, O.

Machinery Committee.

Marc Solon, Chairman.....Trenton, N. J.
Patrick McNichol.....East Liverpool, O.
Thos. B. Anderson.....East Liverpool, O.
E. L. Torbert.....Syracuse, N. Y.
Guy Crooks .....Crooksville, O.
Fred Sebring.....Sebring, O.
Chas. Doll.....Mt. Clemens, Mich.
Wm. T. McNutt.....East Liverpool, O.

Western Health Committee.

W. W. Harker, Chairman...East Liverpool, O.
Thos. B. Anderson.....East Liverpool, O.
Chas. C. Ashbaugh.....East Liverpool, O.

Material Committee.

Ernest Mayer, Chairman...Beaver Falls, Pa.
John George.....Cannonsburg, Pa.
D. E. McNicol.....East Liverpool, O.
Robt. T. Hall.....East Liverpool, O.
Daniel Cronin.....East Liverpool, O.
Will E. Vodrey.....East Liverpool, O.
H. N. Harker.....East Liverpool, O.

Eastern Health Committee.

John A. Campbell, Chairman Trenton, N. J.
John Maddock.....Trenton, N. J.

Eastern General Ware Standing Committee.

A. G. Dale, Chairman.....Trenton, N. J.
Jas. Turner.....Trenton, N. J.
Fred Sutterlin.....Trenton, N. J.

Western General Ware Standing Committee.

Thos. B. Anderson, Chmn..East Liverpool, O.
Harry Bailey.....East Liverpool, O.
Chas. F. Goodwin.....East Liverpool, O.

Eastern Discharge Committee.

Jas. J. Dale, Chairman.....Trenton, N. J.
F. G. Mellor.....Trenton, N. J.

Western Discharge Committee.

T. A. McNichol.....East Liverpool, O.
Chas. F. Goodwin.....East Liverpool, O.

THE BANQUET.

The banquet was held in the "Blue Room" of the William Penn Hotel Tuesday night. Covers were laid for over one hundred members and their guests. The affair was quite unlike others of the kind in that the Banquet Committee brought in talent from the new Davis Theatre, which features all the big Keith vaudeville acts. The numbers consisted of singing and dancing specialties, together with a violin soloist, and the diversion was much appreciated.

W. E. Wells was toastmaster, and, as usual, kept all in good humor. The orchestra was accommodating, and played many old-time songs at the request of older members of the Asociation. Only a few addresses were made, and these were brief.

After coffee and cigars were served Mr. Wells referred to the late Charles F. Gosser in a most fitting manner, and then called upon Ex-State-Senator William V. Blake, of East Liverpool.

Mr. Blake was in a reminiscent mood, and told of work in the potteries fifty years ago. He also made it known that his ancestors for 200 years had always been actively identified with the pottery trade.

Thomas W. Morris, secretary of the Western Glass and Pottery Asscciation, and a former resident of the Ohio pottery district, was called upon to "renew old acquaintances." He did so by relating many pleasant stories about those whom he knew around the festal board.

General Manager Sullivan of the Manufacturers' Heat and Light Co., Pittsburgh, which supplies the potteries in the Ohio Valley with gas, said that his company would bend every effort this winter to furnish them with a sufficient supply.

Louis Reizenstein, the well-known Pittsburgh retail china dealer, made his maiden banquet speech, during which he told of crossing the Atlantic sixty times on buying trips, and of work in the potteries on the other side.

At this point the sweet-faced violinist appeared, and there was no more speech-making during the evening.

OBITUARY.

IN the death of Luther T. James, of T. M. James & Sons, Kansas City, Mo., who died recently, the trade loses one of the old guard who were familiar



LUTHER T. JAMES.

figures in New York during the import season in years gone by. Mr. James had been kept from business by illness for nearly three years before his death, and his brother, Crawford, who worked in perfect harmony with him, took up a double burden. He was a man of great business judgment, and socially was much respected. He was sixty-six years old.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

Subscription Rates, Invariably in Advance:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 7, 1916.

THE HOME'S INFLUENCE ON SALESPEOPLE.

THERE is no question but that environment in the home life has much to do with the success or failure of the clerks who sell china and glassware in retail establishments. Persons brought up in a tenement house district naturally become imbued with the ideas of their class. Their asscciations are such that they do not and cannot know how people of wealth view the prices asked for the wares they may possibly vend. To them it seems preposterous to quote the figures they must for high-grade goods. The ornamental wares in their own homes may come from a ten cent store, and to pay $100 for a glass vase only a foot high seems like wasting money; while to spend $500 for a piece of pottery is little short of a crime. They cannot see the value in either, because they have had no education in that direction, while the person buying may deem the goods comparatively cheap. It is inconceivable to them that there are people who think no more of $500 than they themselves do of $5.

In this great city of ours there is enormous wealth about which the ordinary man knows little or nothing. Two or three years ago a big apartment hotel rented one unfurnished suite of eighteen or twenty rooms for $60,000 a year. It can readily be understood that the furnishings of that suite would be in keeping. The crockery, glass and bric-a-brac alone would probably be worth a small fortune. How can a salesperson brought up in the east side district of New York understand what kind of wares the occupant of that apartment would need? There are many apartment houses renting suites of four, six or eight rooms at rates ranging from $2,500 to $10,000 a year. The occupants buy table furnishings accordingly. And they go to stores employing intelligent clerks. If they seek to buy in a store where they are met by attendants who do not know how to handle that class of trade they quickly discover the fact and go elsewhere.

Intelligent, educated, refined salespeople exist, and can be obtained. They have read and studied, and can enter into the sale of table furnishings wanted by a wealthy customer with almost as much ardor and enthusiasm as if the wares were for themselves.

It is a mistake for the retail crockery merchant to engage cheap help. It will prove more profitable in the long run to pay good salaries and employ people who have been brought up amid good surroundings and in an atmosphere of refinement.

PERSONAL.

LIGHT-HEARTED and happy after a long, tedious trip to the Pacific Coast, J. W. French came home last Saturday. He is light-hearted because it is his nature to look on the bright and humorous side of life, and happy because he had a splendid business. This feature is not new to him, because he always does a good business. He is as popular on the Coast as he is here.

C. F. Ghisi, who buys for S. Nordlinger & Son, Los Angeles, has the good fortune to have a talented wife. She is a Los Angeles girl who has developed a genius for sculpturing and has made more than a local reputation. She has recently applied for a passport to Italy, where she intends to go soon to complete her education in that line.

Chas. Herboth, one of the old-time crockery merchants of St. Louis, is in town. He is domiciled in Hoboken.

Charles Magee, with the Oriental Sales Division of the Dohrmann Commercial Co., is spending this week in Philadelphia calling on the trade with the concern's line of Japanese goods.

John C. Fisher, who travels for E. Gredelue with the "Baccarat" glassware line, came back to New York last Friday well pleased with the results obtained from his long trip.

Harry Ross, sales manager of the Pittsburgh Lamp, Brass and Glass Co., was in New York for a

part of the day on Monday. He left in the afternoon for Boston, will skip from there to Philadelphia, spending a day at home, and then make a trip as far West as Denver.

⚜

E. S. Curtis, of the Edward Boote sales staff, put in an appearance at headquarters last Thursday after a long and very successfull trip through the South and Northwest.

⚜

Geo. H. Service was feeling particularly good-natured on Monday after just getting in from his initial trip to the Coast. It was not necessary to ask how business had been.

⚜

Geo. R. West, head of the Westmoreland Specialty Co., Grapeville, Pa., who, together with his family, spent Thanksgiving in New York, left for home on Monday, after a very enjoyable week here.

⚜

John McKanna, of the McKanna Cut Glass Co., Honesdale, Pa., arrived in town on Wednesday to consult with his agent, E. L. Bates, as well as to attend the meeting and banquet of the National Cut Glass Manufacturers held on Thursday.

⚜

W. F. Ellisson, with Geo. F. Bassett & Co., came home in time for his Thanksgiving dinner more confident than ever as to what he could do in the way of selling goods if he could get them. His customere are simply crying for wares.

⚜

J. Kohnfelder has been appointed merchandise manager and buyer for Kaufman & Baer, Pittsburgh, Pa. He has been long and favorably known as a buyer, and he is to be congratulated on his advancement.

⚜

Guy Cooke, local representative of the A. E. Hull Pottery Co., has moved his sample room, which was on the eighth floor of the Fifth Avenue Building, down to room 214 on the second floor.

⚜

F. Langfelder, with Morimura Bros., will leave New York on the 17th to catch the Empress of Asia, which sails for Japan on the 28th.

⚜

Guy C. Robinson, of Kinney & Levan, has been in town since Monday. He registered at the Martinique.

⚜

James B. Boote, who is associated with the business of his father, Edward Boote, left last Saturday for North Carolina, where he will enjoy a two weeks' hunting trip.

⚜

E. J. Touhill, who travels through the West for the Mitchell, Woodbury Co., Boston, arrived in New York last week, after completing a trip through his territory, to spend the holidays at his home in Brooklyn.

⚜

S. O. Paull, secretary of the Eagle Glass and Mfg. Co., came to New York last Saturday to spend several days on special business for his concern. He is making his headquarters at the salesroon of his New York agents, Malone & Nicholson.

⚜

Charles Falkenheim, of the Basket Novelty Co., is home from a trip West which took him to Chicago and other points and lasted several weeks. He booked some fine business. He will be at the Fort Pitt Hotel in January with samples.

⚜

H. B. Cushwa, commercial manager of the United States Glass Co.'s factory G., Glassport, Pa., left for home on Thursday, after spending three days here consulting with Ed. Craig, of the local office, and attending to other matters in the interest of his factory.

⚜

E. M. Meder, factory representative of Chicago, is spending this week here calling on local factories he represents in the above city. Mr. Meder says business could not be better, but, like all the rest of the agents, he is having his troubles in getting shipments.

TAKING ORDERS AT NIGHT.

SEEING an article in last week's CROCKERY AND GLASS JOURNAL regarding Sam. P. Arnold holding the distinction of being the only man in the trade to take an order in his night-shirt recalled to the mind of H. O. Phillips, salesmanager for the Tajimi Co., what was known among the salesmen, and particularly the buyers, as "Murderers' Row" at the Parker House, in Boston, when he was on the road. "Murderers' Row" was the name given the floor where the traveling men had their sample rooms, the appropriateness of the title being quite obvious. Like the usual arrangement, it was a long hall with rooms on either side. There was a certain buyer in the above city who was never known to place an order by daylight, it being his custom to start in about ten o'clock in the evening; and by the time he had made the whole row it was invariably the wee hours of the morning. Anything like an order in sight kept some of the salesmen awake; but others dozed off and had an hour or two of sleep before the customer reached them; and some of the sights that could be seen on one of these nights might be imagined. A new salesman who was not on to the ways of the midnight buyer had retired on the night of his visit to the row, and when the buyer landed at his room about two

a.m. and explained his mission, besides being caught in his night-shirt, his wife, who happened to be traveling with him, had to dress and remain seated outside the door while the order was booked.

AT CHICAGO.

THE main business for the year, as far as the factories and wholesale houses are concerned, is about over in this market. The whole game is now up to the stores, and everybody is watching closely to see whether or not they do the expected amount of business in the comparatively short time they have before Christmas. The weather has not been at all conducive to Yuletide shopping, for the past week has been almost balmy—more suggestive of spring than winter. A few snowflakes, it is declared, would help business wonderfully.

* *

Howard Fry, of the H. C. Fry Glass Co., was a visitor at the office of the Cut Glass Products Co. last week.

* *

Clyde Reasner, of Kelly & Reasner, who was taken ill on his return from a trip to the factories, has recovered and is now back on the job.

*

Earl W. Newton, factory representative, has returned from a trip to the factory of the Imperial Glass Co., at Bellaire, O., and to his former home in Bowling Green, O.

* *

J. A. Jacobsen, factory representative in the Shops Building, is making a trip to the factories this week.

*

C. B. Ott, vice-president of the Eagle Glass and Mfg. Co., visited in the city last week.

* *

George Brush, of the Brush-McCoy Pottery Co., continued on his way last week after visiting the trade here.

* *

William Howell, of Pitkin & Brooks, who has been in Japan for the past two months, and who recently arrived at Victoria, B. C. on his home journey, arrived in Chicago on Tuesday.

*

Charles Patterson, manager of the china and glassware department of Carson, Pirie, Scott & Co., spent Thanksgiving on his farm near Jackson, Mich.

* *

Henry Fox, for twenty years a factory and wholesale salesman of this city, was buried last Friday. Mr. Fox had been ill for several years. He started with the firm of Falker & Stern, and developed into one of the best salesman in the employ the company. Six years ago he left the employ of the company, and with H. J. Falker, son of one of the partners, started as a manufacturers' agent. Later Mr. Falker dropped out, and Mr. Fox continued alone. He had the line of the Canonsburg Glass Co., the West End Pottery Co., Aronson Bros. and the Mohawk Clay Products Co. He was very successful as a factory representative until ill health began to interfere with his work. The funeral was well attended by the many friends of Mr. Fox in the trade.

* *

J. H. Stouffer, of J. H. Stouffer & Co., arrived home after a business trip in the East.

* *

Israel Plux, a cut glass dealer, has failed, with liabilities of $6,000 and no assets. He was formerly in business in New York.

* *

John Ling, buyer for Mandel Bros., left Wednesday on a short business trip.

* *

E. E. Fricke, manager of the Chicago office of the Phoenix Glass Co., arrived home this week after completing the final trip of the year.

* *

S. S. Kresge's Five and Ten Cent Store, corner of State and Madison streets, is holding a sale in the glassware and housefurnishings department this week.

* *

Among the buyers here the past week were: James Temple, of L. Bernardaud & Co., New York; Frank B. Lawrence, of Fostoria Glass Co., St. Louis; Leo Arnstein, of Ed. Schuster & Co., Milwaukee, and T. C. Lorenzen, Louisville, Ky.

DINNER DANCE FOR SALESMEN.

THE directors of the Western Glass and Pottery Association, who are always springing surprises on the members in the matters relating to their annual banquet, announce that the next feast will be held at the William Penn Hotel, Pittsburgh, on the evening of January 12th next, and that the entertainment will be a dance. The William Penn Hotel is one of the finest in the whole country, and the banquet hall is a marvel of beauty. This will be divided into two sections, one to be devoted to the banquet and the other will be open for dancing. The music will be a mixed quartette and an orchestra, the latter playing for the dance. Another innovation is that a proposition has been made to put ladies on the Banquet Committee. A meeting to decide this question will be held next week. There will be no speeches. This departure from the regulation order of banquets will probably bring a big crowd. W. W. Lang, chairman of the Banquet Committee, is held responsible for the new departure, and East Liverpool will second his efforts by sending a large delegation, Wm. C. Lynch and F. I. Simms having pledged themselves to see that this is done

BOSTON BUSINESS NOTES.

THE directors of Landers, Frary & Clark, of New Britain, Conn., met the other day and decided to recommend to the stockholders at the annual meeting on December 19 that the capital stock be increased from $4,000,000 to $5,000,000. If the stockholders decide to increase the stock it will mean that the number of shares will be jumped from 160,000 to 200,000, which will be offered to stockholders at present at $25 a share, the par value. The board declared a dividend of two per cent, payable January 15, 1917, to stockholders of record January 5 next. The corporation soon will build another large addition to its immense plant. The new building will be three stories high and 73 x 238 feet.

The Houghton & Dutton Co. has finished its attractive display of figures and appropriate scenes on the front of the building, one of the features of the Christmas season in Boston shopping circles, and the electrical show at night is attracting thousands of people every evening. Erving P. Morse and William J. Norcross, of the company, were admitted to the Chamber of Commerce this week.

The Jones, McDuffee & Stratton Co. is distributing its 1917 tile calendars, which always are eagerly sought after by those in the trade. For more than thirty years the store has been giving away these souvenirs annually. On each one is a scene or picture of some place or point of interest in the vicinity of Boston, some historical, some of the newest and most interesting timely features of everyday life. They are made at the famous Wedgwood Pottery, in Etruria, England, and this one has a view of the Boston Navy Yard on one side and the 1917 calendar on the other.

Jordan-Marsh Co.'s heads recently called to their office Rev. G. L. Perin, in charge of the Frankling Square House, a great hotel for working girls and women, and presented him with a check for $5,000 to help along the great work he is doing. Every member of the corporation was present at the ceremony of presentation.

"Never before have the department stores and other retail business concerns in the trade had such interesting and attractive displays of china, glass, silverware, toys and kitchen goods as this season," said one of the leading department store buyers this week, "and —what is perhaps the best of all—they certainly never before have approached the amount of early holiday business they are having now. I never saw such crowds in the downtown stores from three to four weeks before Christmas as we have had this time. The presence of Billy Sunday and his numerous services have served to draw a great many people from distant parts of New England, and we could almost afford to pay the expenses of Mr. Sunday and his entire staff for what the local stores will gain in business profit as an indirect result of his coming."

Messrs. W. J. Chenoweth and C. J. Keating, who are the selling ambassadors in the Southern States of Jones, McDuffee & Stratton Co., have been in Boston the past ten days selecting their new samples of fancy goods and dinnerwares for the campaign of 1917.

A number in the trade attended the assembly luncheon of the Chamber of Commerce, held Thursday afternoon at Ford Hall, when George W. Perkins, of of New York, was the speaker and discussed the indusdustrial phases of American's trade progress after the war.

It is expected here that an increase in demurrage rates will become effective very soon on the local railroads and will continue to May 1, 1917.

Talk about making up the returns they will be forced to give in at the State House or to the local assessors under the new Massachussetts income tax, which affects intangible property, stocks, bonds, income from all sources, etc., already is being heard in many offices and sample rooms in the trade. It is generally admitted that few will escape having to go through the difficult problem of filling in a statement. The prospect is far from pleasing to most of those hit.

There is much praise for the city fathers' action in removing street cars from the most congested downtown shopping district, the plan having become effective this week after many years of agitation and opposition. The shoppers generally are loud in their praise, but many say that they wish that the City Council had gone far enough to order off all vehicles during the daylight hours. One thing is certain, however, and that is that a man or woman may now go from store to store with much more comfort and without so much danger when crossing the streets. The store people say that thus far they have not noticed any shifting of the trading inclinations of the purchasers.

BUSINESS BRIEFS.

The Los Angeles Glass Co. has been incorporated with capital stock at $10,000. The incorporators are John Spring, Kate L. Spring and George H. Averill.

* *

Jameson & Burbank, Inc., of Boston, have been incorporated to deal in toys with a capital of $50,000. Incorporators: Susie P. Burbank, Jean E. Jameson and J. Lowell Stebbins.

* *

The petitions in bankruptcy against the Talking

Toys Corporation and the Talking Doll and Novelty Co., 243 West Seventeenth street, have been consolidated as the Talking Toys Corporation. Schedules on file show liabilities $53,166, and assets $2,350.

POINTERS FOR BUYERS.

THE BIG STORE ALMOST READY.

The big new building on Twentieth street in which Morimura Bros. will be housed is so near completion that they have already started to move in, and expect to have the office force up there by next week. The store is very fine, the color scheme beautiful, and as a whole it will be one of the handsomest stores in the trade.

ALABASTER BOOK-ENDS.

The latest importations of alabaster from Italy to arrive at the salesroom of Oscar O. Friedlaender, Inc., include an assortment of richly-carved book-ends in a variety of attractive subjects. The peasant-girl studies are exceptionally good, their dresses and caps in pretty tints affording a charming contrast to the plain white faces and black-streaked alabaster slabs on which the busts rest. A Roman gladiator, a wolf, an owl, and other subjects, are well handled.

EASELS AND HANGERS FOR DISPLAYING WARE.

In addition to enlarging his factory, Max Kaufman, manufacturer of easels, plate and plaque hangers, etc., at 106 Broadway, Brooklyn, has been obliged to work his force overtime for months past to turn out the immense amount of orders on file, for he has taken a special pride in making prompt deliveries during the whole ten years he has been in business. Mr. Kaufman has had twenty-seven years' experience in this branch of manufacturing, his schooling including a number of years with Abels & Co., whose business was lately discontinued on account of the death of Mr. Abels. Mr. Kaufman's line includes every kind of brass and rubber-covered easels and hangers for displaying china and glassware, as well as an interesting line of serving trays with wooden and metal frames and cut or painted glass bottoms.

AN ATTACTIVE WAREROOM.

Monday of this week marked the removal of Frederick Skelton, well-known manufacturers' agent, to his new uptown quarters in the Fifth Avenue Building, where he occupies rooms 612 and 614 on the sixth floor. Mr. Skelton has spared no expense in fitting the place up in a style that will rank with the finest in the uptown district. An effective color scheme of light French gray and cream makes a harmonious combination with the handsome mahogany desks and woodwork. Very neat wall fixtures in French gray line the walls, while long display tables in the same color, covered in black, adorn the centre of each room. Ten feet of space divided off by a mahogany railing in both rooms affords a spacious office where are located the desks of Mr. Skelton, his brother John, who is associated with him, and their assistants. The office is richly carpeted in gray velvet, while semi-indirect bowls made by the Jefferson Glass Co., one of Mr. Skelton's factories, add their part to the beauty of the place. The entrance is at room 614, where are displayed the lines of the Jefferson Glass Co. and the Beaver Valley Glass Co., while in the adjoining room are shown the samples from the Lancaster Glass Co. and the Mononaghela Valley Cut Glass Co.

ATTRACTIVE CUTTINGS.

One of the busy Brooklyn cut glass factories is that of S. Munich & Co., a comparatively new concern headed by S. Munich, who is old in experience, having previously been a partner in the firm of Rimlinger & Munich, and later a member of the Century Cut Glass Co. Mr. Munich withdrew his interest in the last-named company last spring and established the present firm at 141-143 Roebling street. The factory is turning out a very attractive line of cuttings, including rock crystal.

BECKER & BRISBOIS DISSOLVE PARTNERSHIP.

THE well-known Brooklyn cut glass manufacturers, Becker & Brisbois, have dissolved partnership. Charles Becker has taken over Mr. Brisbois' interest and will continue the business at 123 Middleton street. Mr. Brisbois will establish a factory of his own shortly.

AT PITTSBURGH

CHARLES A. BLANCHARD, for many years managing director of the Fort Pitt Hotel, and later occupying a dual position in connection with the William Penn Hotel here, and who is well known to glass and pottery men throughout the country, has resigned. One report has it that Mr. Blanchard will assume the management of the Schenley Hotel, and another has it that he will go to New York. Definite statements are impossible to obtain. He is now at Atlantic City.

* *

J. J. McCarthy, showing the lighting glassware of Gillinder & Sons, Philadelphia, Pa., was registered at the Fort Pitt during the early part of the week.

* *

Jack French spent one day here the latter part of last week, passing through to the East en route home on his last trip of the season.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

More or less talk is heard of late concerning present prices on individual butters, oval dishes and bakers in the hotel line. The present list on individual butters is forty cents per dozen, less fifty per cent, and when a decoration is used the price gives the manufacturer little, if any, leeway. It is very probable that prices of oval hotel dishes from five inches up, and hotel bakers above three inches, will be advanced. It is difficult to get men to make these lines in semi-porcelain. The work is slower than on dinnerware, and as a result they seek the best-paying kind. In order to secure increased production there is reason for believing that more will have to be paid for making these items, and buyers of hotel lines must not be surprised when they find the selling lists revised.

* *

With some lines of packing material selling as high as $12.50 per ton delivered, several pottery manufacturers hold that the prevailing price of $1 per ton for packing bulk cars should be advanced to $1.50 or $2. Both straw and hay are expected to sell higher before the end of the winter season.

* *

The delivery of raw materials is about all that is delaying the starting of the plant of the Clay Casting Co., New Cumberland, W. Va., which is to have its total output marketed by E. W. Hammond, of New York. New machinery has been installed, kilns repaired, and workers engaged. The new concern will start with a lot of business on file.

* *

"That's the way it has been coming in," said a manufacturer a few days ago pointing to a pile of orders received in the morning's mail. "There's five weeks' work in that bunch of orders," he added.

* *

Among the buyers visiting the market last week were Mr. Brown, representing Royce & Co., Greenville, Tenn.; Mr. Kuhn, with the Miller-Jackson Tin and Woodenware Co., Oklahoma City, Okla.; Mr. Zukerman, of Zukerman & Lieberman, New York; B. O. Chapman, for Ogden, Merrill & Greer, St. Paul, Minn.; Dulin & Martin, Washington, D. C.; Fritz Pfeiffer, of the Pfeiffer Crockery Co., Peoria, Ill.

* *

A. P. McPherson, formerly Pacific Coast representative for the Knowles, Taylor & Knowles Co., who has assumed the management of the sales department of the Carrollton (O.) Pottery Co., spent several days here last week ordering new dinner decorations, and also arranging to add a number of new specials to the line.

* *

Homer Taylor, president of the Knowles, Taylor & Knowles Co., and Joseph Davis, who have been taking a Pacific Coast trip, showing their new shape "America," are due to return to the home office next week. This is the first time Mr. Taylor has missed an annual meeting of the United States Potters' Association in years.

* *

The majority of the business being booked by pottery manufacturers to-day is accepted only on the understanding that twenty per cent is added to the base of invoices, tentatively, and that shipments will be billed at the prices prevailing in the open market at the time of shipment. Some of the largest buyers in the country have been placing their 1917 specifications under these conditions. It is said that one order amounting to $2,000 was returned because the buyer wanted the sole advance of twenty per cent plus base of invoice to "stand." A courteous letter was enclosed explaining conditions, and the buyer duly placed the order.

* *

Large import houses will continue to carry liberal stocks of controlled open-stock domestic dinner patterns during the coming year. These firms have found that the demand for American lines has increased, and they propose to hold all present customers and secure new ones if possible.

* *

When Mr. Zukerman, of the firm of Zukerman & Lieberman, New York, was here a few days ago, he made the statement that his firm had several cars of

ware rolling, but did not know where any of them were. While tracers were started after these cars, little satisfaction concerning their location could be secured from the railroad offices.

* *

A shortage of saggers is still being felt in this district. One plant has been unable to work one of its kilns on this account.

* *

Pottery manufacturers everywhere are giving close attention to the fuel situation. Those potteries using coal for kiln-firing have already experienced trouble in getting cars delivered.

* *

General Manager Gahris, of the Limoges China Co , Sebring, O., and Ray Cliff, of the French China Co., who have been in New York and Philadelphia respectively, have returned to their desks.

* *

Fire last Sunday afternoon caused slight damage at the yellow ware plant of the D. E. McNicol Pottery Co. here. The fire did not cause suspension of operations, forces starting as usual Monday.

* *

Thomas Carr, of the Carr China Co., Grafton, W. Va., spent the early part of the week here on business.

OLD IN YEARS, BUT STRICTLY UP TO DATE.

AMONG the handsome catalogues which come to this office the one just received from the Richard Briggs Co., Boston, will take front rank. A "Fragment of History" on the first page recites the fact that the business is 118 years old, having been founded in 1798. It is full of illustrations, including views of the store interior. A hundred and eighteen years is a long time for a name to hang over a store. It is a question if there is such another case in the country. While the business is old, the concern is one of the most up-to-date in the trade.

RECENT CUSTOMS DECISIONS.

THE action of the custom officials in putting a 45 per cent duty on marble bowls, benches and other articles as "manufactures of marble," was objected to by Marshall Field & Co., Chicago, and George Borgfeldt & Co., this city. The articles were claimed to be properly dutiable at 15 per cent as "works of art." The Appraiser filed a report with the board stating that in view of a certain Treasury decision the merchandise would not be returned as claimed by the importers. The Collector at each port, however, disregarded the advisory report of the Appraiser, and took the higher duty. Overruling the protests, Judge Waite minimized the value of an Appraiser's report. He held that such a report "establishes no basis, either in fact or in law, for a decision by the Board of General Appraisers. This is true whether the report of the Appraiser has been adopted by the Collector or not."

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

HELP WANTED.

WANTED—Experienced young lady in glass and pottery to take position which involves waiting on trade, keeping price book, arranging room, etc. Address HORACE C. GRAY Co., 200 Fifth Avenue, New York City. State experience and salary expected.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator. pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

FOR SALE OR LEASE.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

WANTED TO PURCHASE.

A COMPANY is in the market to purchase a small pottery suitable for manufacturing combinets, pitchers, bowls, chambers, etc., in white ware. Address A 110, this office.

BUSINESS OPPORTUNITIES.

EXPERIENCED cut glass and china salesman, twenty years experience, open for a popular-priced line for the coming year. Large established trade throughout the West, Middle West and South. Address A 107, this office.

POTTERY INDUSTRY WANTED.—A particularly attractive opportunity awaits the manufacturer who will establish a pottery in Sistersville, W. Va., a city of extraordinary natural resources on the B. & O. R. R. and Ohio River. Cheap electric power, eight-cent natural gas and financial assistance are offered to the man who can make good. Address CHAMBER OF COMMERCE, Alfred Jenkins, Secretary.

PROPOSITIONS WANTED.—Active outside salesman open to propositions from manufacturers of lamps, bar and lighting glassware wanting New York representation. Address A 109, this office.

CHICAGO SALES AGENCY—Wish to connect and represent factory making medium-grade rich cut glass; also factory making stone engraved blown glassware lines. Having over thirty years' experience in selling above lines to department stores, jewelers and mail-order houses throughout the Middle West. Will arrange with good, responsible factories only; also only on special terms as to salary or commission. Will maintain a Chicago salesroom and travel some from Chicago in Wisconsin, Michigan, Iowa and Illinois. Address A 108, this office.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The need of someone in authority to look after traffic matters for glass manufacturers is growing daily. Numerous increases in rates have been announced by carriers, and little, if any, protest has been filed by the glass trade. This has caused the railroads to believe that any new rate was considered equitable. The agitation to have the Glass Association employ an expert traffic manager is growing, and definite steps may be taken within a short time.

The glass manufacturer, of either cut, pressed, or blown, who is in a position to make immediate deliveries and makes that fact known can have all the business he wants.

Glass manufacturers in this district received the expected jolt from the gas companies last Saturday when the announcement that the prices for fuel gas for manufacturing purposes would be increased anywhere from three to nine cents per thousand cubic feet. Manufacturers in Allegheny and Washington counties must pay nine cents for consumption in excess of five million feet. While an increase in the gas rate was anticipated, manufacturers did not believe it would be as heavy as this. The new rates are to become operative January 1.

Glass decorators say they have been hard hit this fall. They claim they were not notified in advance of increased prices, and as a result booked orders for decorated ware based on old costs for crystal blanks. They contend that the manufacturers should advise them in advance of any contemplated change in rates, so that they could make their decorated prices accordingly.

The Tarentum Glass Co. has started manufacturing an auto lens for which letters patents have been sought. The new lens is said to give a very bright light without the glare that usually blinds a driver approaching in the opposite direction.

Among the buyers visiting the district recently were J. D. Ringe, of Jersey City, N. J., representing the Great Atlantic and Pacific Tea Co., and Mr. Reitz, with C. E. Wheelock & Co., Peoria, Ill.

Secretary John Kunzler, of the Glass Association, has returned to his desk after spending a holiday with friends in West Virginia.

News that the Roessler & Hasslacher Chemical Co. has started to erect buildings for its new plant in West Virginia is welcomed by the glass trade. By this means the company will be in close touch with all Western glass factories, and shipments will be greatly facilitated. It is expected that the plant will be ready to operate about April 1 next.

The Cambridge Glass Co. plans to increase its cutting facilities, and as soon as possible will install from 75 to 100 frames. The concern has had a heavy demand all season for its cut lines, and conditions have reached that point where additional production is absolutely necessary.

The new furnace of the John B. Higbee Glass Co., Bridgeville, Pa , has been placed in operation, nearly doubling the capacity of the plant.

F. C. Seeman, manager of the Baltimore office of the United States Glass Co., and B. H. Palmer, of the Chicago office, were here for a few days last week.

A new glass, the name of which is being kept secret for the time being, will be a feature of the Glass Exposition in January. The first pieces were shown here a few days ago, and it was difficult to say whether the samples were pressed or blown. Work on the line has been passing through the development stages for over two years.

At the annual meeting of the stockholders of the Hazel-Atlas Glass Co., held at Wheeling, W. Va., the following were elected as members of the board of directors: C. N. Brady, W. S. Brady, J. C. Brady, G.

G. Oliver, J. J. Holloway, C. R. Hubbard, C. A. Robinson, W. S. Walbridge and M. J. Owens. The latter two are from Toledo. The annual report was submitted, and it is understood to have shown a satisfactory volume of business.

Large import houses will continue to feature exclusive lines of American glass during 1917. Several have ordered new molds, and the product of these will be handled only through the said houses.

Among the reservations made this week for the Glass and Pottery Exposition are the following: Mitchell, Woodbury Co., Boston, Mass.; R. W. Corey and Louis Reizenstein, glassware, Pittsburgh; A. E. Hull

The glass that was placed in service on the Statue of Liberty, in New York, when it was illuminated last Saturday was from this district. The ware was the product of the Macbeth-Evans Glass Co., and was shipped East about three months ago.

Pottery Co., Messrs. G. W. Springer and V. D. Kinnan; Central Cut Glass Co., Chicago, Ill.; C. W. Eckland; Sunshine Cut Glass Co., Cleveland, O., C. P. Reddrop. Several other exhibits have been arranged for tentatively.

MEETING OF CUT GLASS MEN.

THE morning session of the annual meeting of the National Association of Cut Glass Manufacturers was called to order at the Hotel Imperial, this city, at 10:30 on Thursday by President Homer D. Carey with a large attendance of manufacturers from various parts of the country.

As is customary at the first session, the time was given over entirely to executive matters, the election of officers being the first thing taken up, and resulting in the re-election of Homer D. Carey president, J. E. Marsden first vice-president, Chas. H. Taylor second vice-president, T. P. Strittmatter treasurer, and Arthur L. Blackmer secretary.

At the afternoon session reports of committees were received, there was a general discussion of problems confronting the cut glass men at present, and a number of interesting addresses were made by leading members of the industry.

Among the firms represented were the Buffalo Cut Glass Co., Chas. Becker, Victor Brisbois, Blackmer Cut Glass Co., Crystolon Cut Glass Co., C. Dorflinger & Sons, Empire Cut Glass Co., H. C. Fry Cut Glass Co., Genesee Cut Glass Co., J. H. Herrfeldt & Co., Ideal Cut Glass Co., Kelly & Steinman, Keystone Cut Glass Co., Krantz & Sell Co., Kings County Cut Glass Co., Emil F. Kupfer, Luzerne Cut Glass Co., Liberty Cut Glass Works, McKanna Cut Glass Co., J. J. Niland Co., Pairpoint Corporation, Powelton Cut Glass Co., Quaker City Cut Glass Co., Thos. Shotton Cut Glass Works, George Schneider Estate, Tuthill Cut Glass Co., Cambridge Glass Co., Fostoria Glass Co.

THE NEW DEMURRAGE RATE.

NOT a few glass manufacturers were inclined to criticize the Interstate Commerce Commission rather severely for suspending until next March the increased demurrage rates proposed by certain railroads, which increase was designed, the railroads claimed, to relieve the shortage of freight cars. Men whose supplies and shipments have been delayed beyond all reason and excuse declare that the increased rates offer a fair solution of the difficulty, and that no time should be lost in putting such penalties into effect.

It is pretty safe to assume that few, if any, manufacturers in any of the branches of the glass industry would be penalized, says "The Glassworker," for they are always in need of their supplies, and unload them as quickly as possible after the car's arrival at the factory, while their shipments of glass are just as eagerly waited for by the consignee, and as speedily taken from the cars.

If the railroads are in earnest, and if they make a general thing of giving credit to those handling the cars for time saved, the new demurrage rates might prove a good thing.

Too often, however, the shipper or consignee is in no way to be blamed. The yard service at terminals is poor and causes much delay, and there seems to be a miserable hit-or-miss system of routing and hauling the loaded or empty cars. Frequently cars shipped from the same source day and weeks apart reach their destination on the same day. Where they have all been and how they finally got home together is one of the many railroad mysteries.

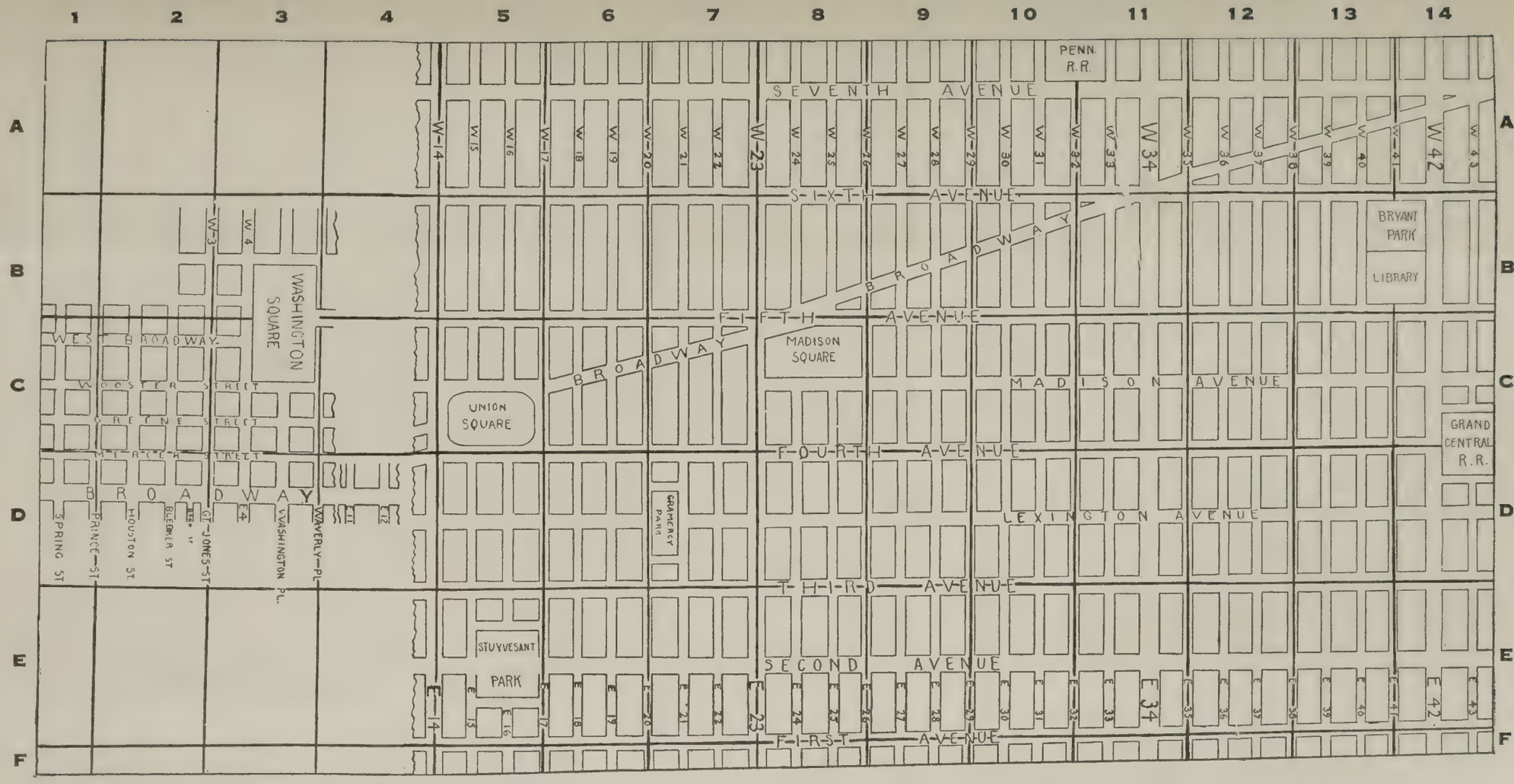
Certain it is, though, that such delayed cars add to the shortage, and that phase of the trouble belongs exclusively to the railroads.

ANCIENT GLASS CUPS.

THE first glass cups were made at Alexandria, Egypt. Some were colored and decorated with glass pastes, imitating precious stones and cameos. Some were opaline, others clear as crystal, and still others formed of opaque layers welded together like the famous Portland Vase, in which the white upper layer had been cut away like a cameo, leaving a blue ground around the figure.

SMILE! Spread good cheer, and let kindness and sunshine be with you always. After a while you won't know how to frown nor how to be disagreeable.

Locations of Firms in the Uptown District.



Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Brech, Albert J., 31 Union Square..... C-5

Colonial Co., 145 W 18th.....A-6
Cox & Lafferty, 1140-1146 Broadway..... B 9

Dela Croix, C. J., 19 Madison ave..... ....C-8
Dohrmann Commercial Co., 85 Fifth ave...C-6

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave ...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave... ....B-8
Gredelue, A., 129-131 Fifth ave..... ....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th..... C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave..... C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d C-14
Pitcairn, W. S., 104 Fifth ave. B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6

United States Glass Co., 24th St. & B'way. B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

FRENCH RELIEF FUND.

THE appeal for funds for the relief of French civilian prisoners in Germany has received a prompt reply from the crockery trade. Following is the list of contributors, with the amounts against their names: Harry S. Clarke, $10; Henry Witte, $5; Vogt & Dose, $25; Jules H. Venon, $25; Chas. A. Jacques, $25; Fondeville & Van Iderstine, $10; Ed. Torlotting, $10; Justin Tharaud, $10; Herman C. Kupper, $25; Henry R. Shirley, $5; John Nixon, $5; C. Jackson (Toronto), $5; L. Bernardaud & Co., $25; John J. Miller, $25; H. P. Chandlee & Sons Co. (Baltimore), $5; Jones, McDuffee & Stratton Co., $25; Leonard Rouquart, $5; James M. Shaw, $10; John Davison, $50; Lee Schoenthal, $5; J. J. Hines, $10; W. S. Pitcairn, $25; A. Gredelue, $10; Loubat Glass and Cork Co., $5; J. F. O'Gorman, $25; Arthur J. Bennett, $20; Chas. Weiss, $10; B. Rosenfeld, $25, and J. W. French, $10. The total amount received, including the above, up to December 6th was about $2,400. The list is still open, and contributions may be sent to Justin Tharaud, 25 West Broadway.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 5, 1916.

MARSEILLES

7 packages chinaware.....O Gerdan Co

ROTTERDAM

1,250 packages glassware.....Defender Photo Supply Co
23 " " .....S Bache & Co
3 " chinaware.....L Straus & Sons
4 " " .....E Torlotting

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Continued from page 28.

GENOA

81 packages earthenware.....Miscellaneous Orders

LISBON

1 package chinaware.....Hagemeyer Trading Co

BORDEAUX

206 packages chinaware.....Haviland & Co
42 " " .....Wm Guerin & Co
1 " " .....J W Dean
1 " " .....Davis, Collamore & Co
129 " " .....Theodore Haviland & Co
27 " " .....L Bernardaud & Co
72 " " .....Herman C Kupper
19 " " .....L Straus & Sons
71 " " .....Haviland & Abbot Co
18 " " .....Vogt & Dose
6 " " .....L Touquart
9 " " .....Justin Tharaud
25 " " .....A G Moment

LIVERPOOL

15 packages earthenware.....J Dawson
5 " " .....Lewis & Conger
28 " " .....Maddock & Miller
2 " " .....W H Plummer & Co
7 " " .....W S Pitcairn
4 " " .....Rowland & Marsellus Co
7 " " .....Miscellaneous Orders
3 " glassware.....B Altman & Co
41 " " .....S Bache & Co
15 " chinaware.....Meakin & Ridgway
7 " " .....Lenyon & Morant
1 " " .....H C Edmiston
4 " " .....Alpers & Mott

BRISTOL

300 packages china clay.....Hammill & Gillespie

CEBU

2 packages chinaware.....Geo Borgfeldt & Co

HAVRE

2 packages chinaware.....F W Masters & Co
30 " " .....Vogt & Dose
6 " " .....J Wanamaker
2 " " .....Wm Guerin & Co
16 " " .....J J Hines
7 " " .....L Bernardaud & Co
5 " " .....Justin Tharaud
22 " " .....H Creange
30 " " .....Haviland & Abbot Co
10 " glassware.....L Popper & Sons
19 " toys.....Geo Borgfeldt & Co
15 " " .....Behrend & Rothschild

LONDON

9 packages glassware.....Thomas & Pierson
1 " .....Miscellaneous Orders

KOBE

89 packages chinaware.....Haber Bros
371 " " .....A L Tuska & Son
1,605 " " .....Morimura Bros
163 " " .....Mogi, Momonoi & Co
48 " " .....L Wolf & Co
234 " " .....Tajimi Co
34 " " .....Scheuer & Co
244 " " .....Geo Borgfeldt & Co
42 " " .....L Straus & Sons
265 " " .....Takito, Ogawa & Co
12 " toys.....Geo Borgfeldt & Co
19 " " .....Fujisaki & Co
28 " " .....Scheuer & Co
12 " " .....A L Tuska & Son
25 " " .....Dumarest Bros
18 " " .....Thomsen & Co
8 " " .....L Wolf & Co
4 " " .....Tajimi Co
60 " .....Miscellaneous Orders

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon Chin
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgway
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bro
The REGENT,	" "
The SANTOS, White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co
The BALKANS,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The Old BLUE CANTON China,	Hong Kong
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co	
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd
The MARQUIS,	"
The BELGRADE China,	Doulton & Co
The ALCAZAR,	Wm. Adams & Co
The ST. LAZARE SPRAY,	Haviland & Co. China
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE,	Porcelaines G D A China
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China
The CASSEL,	" "
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand
The MEISSEN CHINA (Dresden) Blue Onion,	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 14, 1916.

CUT GLASS MANUFACTURERS' MEETING.

THE regular annual meeting of the National Association of Cut Glass Manufacturers was held last Thursday at the Hotel Imperial, this city, with twenty-eight out of a membership of fifty-one answering the roll call. Besides the re-election of Homer D. Carey president, J. E. Marsden vice-president, Chas. H. Taylor second vice-president, T. P. Strittmatter treasurer, and A. L. Blackmer secretary, as stated in our last issue, the following directors were also re-elected: Frank Steinman, G. Wm. Sell, R. W. Murphy, Wm. F. Dorflinger, O. S. Atterholt, Chas. G. Tuthill, J. Howard Fry, J. W. Robinson, T. B. Clarke, Fred R. Fish, F. L. Morecroft and J. H. Herrfeldt.

The report of the treasurer showed the Association to be in a thriving financial condition, while the auditing committee, consisting of Messrs. Herrfeldt, Morecroft and Kupfer, after examination, reported the books correct and everything in perfect order.

General conditions of the industry at present were discussed at length, and serious consideration was given as to steps to be taken for the elimination of certain flagrant abuses now obtaining in the trade.

The action of the Atlantic City Convention held last July wherein the cash terms were made one per cent 30 days or net 60 days, with a package charge of 60 cents and no dating allowed, the same to be operative on and after January 1, 1917, was reaffirmed.

Wm. F. Dorflinger, chairman of the Publicity Committee, reported upon the steps he and his associates on the committee, H. C. Fry and C. H. Taylor, had taken looking towards the popularization of cut glass through a systematic campaign directed to the consumer through the trade and daily papers. After a unanimous sanction of their work the committee was continued. In conjunction with this matter, E. H. Bennett, of the "Jeweler's Circular," who has materially aided the committee in the furtherance of its plans, made an interesting address relative to the publicity campaign.

Another interesting feature was a paper read by Chas. Colne on "The Cutting of Glass by Machinery," in which he explained the workings of machines of this character. Mr. Colne's remarks carried particular weight on account of his former prominence in the trade, when he was considered one of the best judges of cut glass in the country, having been a member of various committees which awarded prizes for cut glass exhibits at many of the leading expositions of the world.

An instructive address was made by W. B. Holland, representative of the American Free Trade League, on "The Price Protection of Trade-Marked Articles Along the Lines Laid Out by the So-called Stevens Bill."

Before the adjournment of the meeting H. C. Fry extended a cordial invitation to the members and their wives to be his guests for the week beginning July 3, 1917, at his new hotel at Point Chantauqua, N. Y., at which time the semi-annual meeting of the Association will be held. A unanimous and very hearty vote of thanks was given Mr. Fry for his generosity.

THE BANQUET.

A little after seven o'clock, the members, who had for some time been entertaining each other in the lobby, assembled around the dining table to the number of eighty-five, as follows:

Marshall W Gleason	S R Henderson
Wm F Dorflinger	Henry Thielacker
H D Carey	L E Hall
John H Atkinson	Frank Steinman
H C Fry	Wm H Malia
David Wm Denton	J F Tuthill
J E Marsden	Mrs J F Tuthill
S Peacock	L H Tuthill
J Howard Fry	Chas Becker
O S Atterholt	George Becker
C H Dorflinger	Martin Schilling
Henry N Meyer	Louis Stanner
Chas P Schuller	Tony Engelke
C H Taylor	E F Gennert
H R Luckock	Olin F Gleason
S F Beck	Frank Kelley
J H Stant	E H Bennett
Lambert Dorflinger	F H Taylor
Marshall T Gleason	Wm Albert
Chas W Gleason	D C Tracy
Geo E Sherman	Thomas Skinner
Floyd F Cary	J H Booth
P H Morecroft	Alfred V Ansel
G B Tuthill	Howard B Handy
F L Morecroft	Willard E Greene
C D Vail	Thos P Strittmatter
J E Stignie	A F Lemcke
W F Heft	A R Engelmann
Emil F Kupfer	John E Krantz
J J Niland	Wm D Finke
C Fleury	Wm R Claflin
William Waldman	J J McKanna
Frank C Kellner	Raymond H Fender
J H Herrfeldt	E Ellis Stalbird
Victor Brisbois	G Wm Sell
Joseph D Magid	W B Holland
John A Boyle	Arthur L Blackmer
Louis Levien	J W Robinson
A G Muller	Clarence W Young
H B Hollis	John J Knight
George W Murphy	George Schneider
Howard Wickham	Geo M Jaques
D J Branning	

Following was the menu:

Martini Cocktail

Oysters on Half Shell

Puree of Tomato Soup

Fried Sea Bass French Fried Potatoes

Sauterne

Sweetbreads with Brussels Sprouts

Sorbet au Rhum

Broiled Spring Chicken Vegetable Salad.

Ice Cream Cake

Coffee Cigars

While coffee was being served Mr. Blackmer announced that Mr. Kenney, who had been invited to entertain the guests, was obliged to get a train, and introduced him forthwith.

Mr. Kenny told a score of good stories and gave wonderful imitations of a violin and a phonograph.

After a toast had been drunk to the President of the United States, Mr. Dorflinger introduced M. W. Gleason, who spoke as follows on "The Development of Lighting Glassware":

If you will recall to mind the two great movements which have swept through all American industry in recent years it will exemplify the manufacture of lighting glassware, about which I shall speak this evening. The first of these movements was the efficiency mania, and the second, that widely advertised propaganda (with which you are all familiar), "Safety First!"

The first electric lamps were very inefficient, and when they came into general use the glass manufacturers introduced a line of glass shades which were essentially crude, as most beginnings are. The electric lamp was new to the consumer, and he accepted this glassware as a matter of course, taking whatever shade his dealer recommended. Naturally the lighting fixture dealer sold whatever stock he had on hand, and then proceeded to re-stock with the cheapest glassware obtainable, disregarding its suitability or appearance. Some of them are doing it yet. Neither the architect nor the consumer were sufficiently educated in the art and science of illumination to discriminate in favor of beautiful or efficient lighting glassware, or even to realize the necessity for such discrimination.

As a result, practically the only glassware available for a long time consisted of ordinary clear crystal glass, crystal roughed outside and inside, and a little later an improvement was effected by the introduction of opal glass. Owing to the low intrinsic brilliancy of these first electric lamps this condition was not so very serious from a physiological viewpoint.

Gradually the glass-maker improved his first product and created etched glassware, which in general possessed the highest artistic merit, and was followed by cut glass shades which were really beautiful. The beauty of this cut glassware was effective because these early electric lamps were not so glaring as our present ones, and the pleasing characteristics of the cut-glass could be seen. Then came the opalescent ware, which retained popularity for quite a while, and in various forms was associated with some of the best lighting fixtures of those days. Up to that time the sole thought was for the artistic effect, and there had been no tendency to improve the efficiency of the lighting glassware through a more effective utilization of light.

In the year 1904 the Holophone Company, taking advantage of the general hue and cry for "efficiency," placed upon the market their prismatic reflectors, which consisted of clear glass with 45-degree vertical prisms pressed upon their outer surfaces. By design-reflectors of three different shapes and types they obtained wide, medium and concentrated distributions of light which were described as appropriate for interiors of varying sizes, with high or low ceilings. In appearance these reflectors all looked alike to the layman, nor did they possess any beauty or aesthetic value. Eventually it was this utter lack of beauty and their deadly monotony which broke the popularity of the prismatic wave at its height, but not until the entire country had been flooded with a product best described by the word "commonplace."

Notwithstanding these facts, the glass manufacturers of today owe a great debt of gratitude to the Holophone Company for their pioneer work in educating the public in a direction which forced the fixture manufacturer to carry efficient, high grade glassware, and to offer the consumer at least a choice.

Thus for the first time a company engaged in the manufacture of lighting glassware made their appeal to the purchaser direct, and this appeal was backed by a highly organized sales department covering the entire country, and assisted by extensive publicity which within a short time forced every architect, consulting engineer and wholesale purchaser of lighting glassware to realize that "guesswork" and "rule of

thumb" methods were of the past, and that the art of illumination had developed into a science as well.

Based upon this "efficiency appeal" the Holophone Company sold enormous quantities of their product, until the "safety first" propaganda was inaugurated and recognized as a national issue of vastly greater import than the dogmatic efficiency doctrine. Then came a radical improvement in the manufacture of electric lamps, which sounded the death knell of the Holophone reflector. The General Electric Co., of Schenectady, had spent hundreds of thousands of dollars in conducting marvelous research work for the perfection of the electric lamp. Efficiency—more light for less cost—was the goal, and at last it was reached when in the year 1905 the tungsten lamp was placed on the market. This lamp gave three times the light



MARSHALL W. GLEASON.

of its predecessor (the old carbon lamp) for the same cost, or, in other words, the same light for one-third the cost; but the intrinsic brilliancy of the new lamp was very great, far too great, in fact, for the eye to withstand, and when covered with the ordinary glass shades then in vogue the glare from these new lamps was simply blinding.

To face this vital issue of visual conservation our company introduced the alabaster glass, which was originated and perfected by me in the days of the carbon lamp. This glass consists of a layer of clear glass lined with a layer of opal glass of sufficient thickness and density to diffuse the light from the lamp through the entire surface of the glass, eliminating the glaring "spot-like" effect of ground glass, and resulting in perfect diffusion and utilization of light. The efficiency of this glassware is exceedingly high, owing to its low absorption of light, which is due to the extreme thinness of the opal layer. Its manufacture represents, then and now, the most radical achievement in the production of lighting glassware, and today it is the foundation of all lighting glassware possessing perfect diffusive functions; and it will so continue, for, with each increase in the brilliance of future illuminants it will be only necessary to increase the density of the diffusing opal layer, thereby decreasing the glare to within limits of ocular safety.

Shortly after this development we placed the Opalux Reflector on the market through one of our subsidiary companies. Opalux glass is a heavy, pressed, dense opal structure which transmits through the glass less than 20 per cent. of the lamp's light, and reflects, from the depolished, white, shell-like inner surface over 80 per cent. It possesses all the advantages of the Holophane reflector in adapting itself to varying conditions, and its beautiful lines in the Sheffield motif harmonize perfectly with contemporary architecture and decoration. Its unglazed inner surface reflects light rays without glare, and it is still the standard equipment in the majority of public schools in Greater New York. Owing to its great density it cannot be used for enclosing units, and its manufacture is confined to open, bowl-shaped reflectors.

Opalux glass marked the beginning of a campaign for eye protection, and was followed by other shades and reflectors designed for "safety first" rather than "efficiency." Prominent among these was the Alba reflector, which, like Opalux, is still popular. Alba glass has been advertised most extensively by its manufacturers, and is a white translucent glass, not very efficient, but exceedingly soft and agreeable to the eye.

The next great step forward was marked by the introduction of semi-indirect lighting. Up to this time most of the lighting glassware consisted of shades and reflectors that were open to the base, exposing the blinding glare of the lamp to view. "Necessity is the mother of invention," and soon the idea was conceived and executed of protecting the eye by suspending large shallow glass bowls from the ceiling by chains, the lamp being enclosed within the bowl so that the source of light was concealed, both by this placement and by the density of the glassware.

The lighting fixture manufacturer bitterly opposed this innovation, owing to the freedom with which the ordinary electrician or bell hanger constructed "fine" lighting fixtures from a few links of chain and a glass bowl. We must recollect that the average fixture-maker is essentially in the brass business, and it was to his interest to construct fixtures with as much metal as his customer would pay for. But the march of progress is irresistible, and as semi-indirect lighting became more and more popular the public began to realize what a blessing it was, and what a wonderfully soft and agreeable light the new system provided. The glass manufacturer was nearly swamped with orders for these bowls, and soon an infinite variety of new shapes and designs were shipped to every city, town and village in the country. Indeed, the demand became so great that even some of the bottle and table glass makers entered the field and proceeded to turn out the new product, much to the regret of some who burnt their fingers in the attempt.

It was at this time we first introduced our Alabaster Etched Florentine glass, which was inspired by that great genius who is no more, Edward F. Caldwell. It is no exaggeration when I state that this glassware can hardly be distinguished from the genuine examples of hand-carved, antique alabaster. The first installation of this glassware was made in a large hotel in the west, and shortly afterward a meeting attended by seven representative lighting glass manufacturers was held there. One of them directed the attention of the rest to the lighting fixtures, and remarked: "Those bowls are genuine imported Italian alabaster, and they cost four hundred dollars a piece." I kept my own counsel, but was exceedingly gratified, notwithstanding, by the compliment, which was duly acknowledged later when our company formally announced the manufacture of such glassware. Another development worthy of note was the creating of a glass which we designated as Beaux Arts, because of its innate refinement and beauty, expressed in such

an amazing degree that architects, interior decorators, and others educated in an appreciation of the beautiful, unanimously set the seal of their approval upon Beaux Arts glass because of its perfect harmony with aesthetic environment. It would be difficult to do justice to the rich coloring of this glass, which possesses the most decided depth and warmth of coloring in a rich golden hue, exclusively characteristic.

Semi-indirect lighting could never have been introduced had it not been for the invention of the tungsten lamp, with its wonderfully increased efficiency. In other words, the inefficiency of utilizing the ceiling as a redirecting surface was offset by the efficiency of a lamp which gave three times the light of the old carbon lamp at the same cost, and today gas-filled tungsten lamps of the same sized bulb give over five times the light of the carbon lamp without increased cost.

There were some very serious objections to such forms of inverted lighting, but these have been more than compensated for by the continually increased efficiency of electric illuminants, which is peculiar in that the lamp bulbs have been growing smaller and the light brighter. Semi-indirect bowls became in time as common as automobiles. The corner saloon and the cheap lunch counter vied with their more pretentious competitors on Fifth Avenue in the adoption of such lighting. This condition has become so general that something had to take the place of the semi-indirect bowl.

So the enclosing unit came into its own. Entirely surrounding the lamp, as it does, it can be moulded in many shapes and sizes, and in a great variety of glass—plain or decorated. It is this unit which I believe will stay with us for a long time to come, for it has none of the disadvantages of the semi-indirect bowl, and many advantages. It is dust-proof, and dust and light are irreconcilable. It is readily suspended from the ceiling, and can be manufactured in greater variety.

While these changes were in progress the untiring scientists of the General Electric Co. were still dreaming of a better and more efficient lamp, and finally these dreams were realized in the form of the nitrogen lamp, commercially known as the Mazda-C type. This lamp greatly increased the demand for glassware giving eye-protection, for its concentrating, light-giving element is so dazzling that it positively cannot be regarded with the naked eye without intense discomfort, and the sales of our "safety first' glassware have increased enormously. These new lamps are so efficient that architects and other purchasers of lighting equipment no longer consider efficiency from the quantitative aspect, and the problem is no longer one of obtaining sufficient light, but, instead, how to employ the increased supply to the best advantage, in accordance with physiological and aesthetic requirements.

About two years ago an interesting development occurred in our laboratory. You have all visited department stores—or your wives have—to match colored merchandise, and have found that beneath artificial light it is difficult to distinguish colors accurately. That is why ladies, while shopping, insist upon examining merchandise at the doors and windows in order to match colors correctly. These conditions convinced us that there was a need for a lighting glassware which would produce the effect of natural daylight! Accordingly, we began an exhaustive research which has terminated in the production of Celestialite Glass. This product is composed of three layers, one of which exercises the function of a base with a minimum degree of absorption possible. Above this there is another layer of sufficient density to eliminate the glare and to diffuse the light evenly and thoroughly through the entire structure of the glassware. The third layer is of a certain shade which filters out from the rays of the electric lamp those colors which give an unnatural effect, unlike daylight; and for a standard we have taken the color value of daylight at noon on a bright day, which consists of three components—red, green and blue.

The justification for the introduction of this glassware lies in the fact that many of the shredwest merchants in this country have discarded thousands of dollars' worth of lighting equipment for the sake of obtaining exact daylight illumination with Celestialite Glass. These merchants inform us that the use of this glassware reproduced daylight so perfectly that their sales are actually increased, and their complaints from rejected merchandise decreased to a minimum.

It is now appropriate to allude to the subject of street lighting with reference to lighting glassware.

In the year 1881 the Brush Electric Illuminating Co. operated the first arc lamp street lighting system in the City of New York, and these lamps were equipped with crystal globes. Later lamps like these (known as series arc lamps) were used for interior commercial lighting, but with opal globes. These lamps remained standard until 1892, when ornamental posts with low tension multiple arc lamps were installed on Fifth Avenue, and fitted with our Alabaster glass globes. Eventually these lamps gave way to the enclosed or long-life carbon lamp with two globes, the inner globe covering the carbons. From that time until the present the development of street lighting in this country has been an important factor in lighting progress. Who has not heard of the White Way Movement, or seen its exemplification? In New York the parks are lighted by vacuum tungsten lamps enclosed in crystal globes. Residential or side streets are lighted by larger high efficiency lamps, while the avenues are lighted by similar units of even greater brilliancy. The glassware on all of these is of a kind which was developed specially for the City of New York by our company, and it absorbs less than 15 per cent of the lamp's light. It is known by the name of "Carrara."

In Washington, District of Columbia, a radically new idea has been incorporated in their street lighting in the form of globes which consist of separate segments of our Polycase-Alabaster glass—to be exact, twelve in all. These are secured in a metal frame; but so perfect is the diffusion of the glassware that to the eye the metal formations do not exist, and the effect is of a one-piece luminous sphere. By this arrangement the expense of breakage is greatly reduced, for it is the particle which is replaced and not the mass. In another respect a portion of this installation is deserving of attention, for it marks a departure from what is known as the white light effect, and the glassware used is cased with an amber-tinted shell, which produces soft, mellow light of adequate intensity, yet entirely free from glare or garishness. Indeed, it seems to retain a lingering trace of the mellowness of the setting sun.

The opinion of the "General Electric Review" is voiced in its issue of March, 1914, as follows: "The glass known as 'Polycase-Alabaster' is especially designed for use with luminous arc lamps, and is made by the Gleason-Tiebout Glass Co., of Brooklyn, N. Y. Difficulties in manufacturing segments of glass of this character made it necessary to first blow the glass as a sphere to the proper diameter, grind the top and bottom openings to size, and then cut the globe in segments to fit the ribbed frame. As far as is known, this is the first instance where it has been possible, on an extended scale, to fit blown glass to cast metal frames with an degree of accuracy."

A fitting aftermath for the glorious Panama-Pacific



Banquet of the National Association of Cut Glass Manufacturers. Hotel Imperial. Thursday. December 7.

Exposition, which, thanks to the genius of Mr. W. D. A. Ryan, of the General Electric Co., represented the climax of spectacular lighting in this country, has just been consummated in the new lighting of Market street, San Francisco. In the San Francisco "Chronicle" of October 5th, 1916, we find a most effective description of their new street lighting, which has been christened "The Path of Gold": "A warm, mellow light, the most brilliant that ever shone through a city thoroughfare after the sun has gone down, flooded the canyon of Market street from Ferry to Seventh streets. In this high tide of light the stars disappeared, and the facades of the buildings never seen before stood out sharp against the night above. The banners waving midway in the night breeze glowed with color as though they had become luminous. On the sidewalks and the pavements light flowed everywhere, touched and enveloped everything, became all-pervading, as though it was a quality of the atmosphere, rather than an illumination proceeding from any fixed source. Such was the wizardry of this marvelous light. It filled the street completely. It flowed into every space, as though it were a fluid standing in the trough of Market street. In comparison with the brilliant illumination of Market street every other intersecting it seemed but a byway leading into darkness."

Such was the "Path of Gold." Such was the lighting of the Panama-Pacific Exposition. Perhaps I may be pardoned for taking pride in the fact that all of the lighting glassware in this vast Exposition and in the "Path of Gold" was furnished by our company, the glass being specified exclusively—without competition!

In a commentary upon the new lighting of Market street, Mr. Ryan, in speaking of our Golden Yellow Carrara glass, which was used, states in the "Electrical World" of September, 1916: "The glassware was made by the Gleason-Tiebout Glass Co., in collaboration with the writer, and is very much less insistent than the ordinary white or opal glassware commonly used. The absorption is practically the same as white Carrara of the same diffusing quality."

Concerning the glassware of the Exposition, our Alabaster and Beaux Arts products were used, the latter in a particular shade which blended exquisitely with the Travertine stone forming the basic color of the architectural expression.

These achievements are but milestones in the path of progress. As we advance we are continually surprising ourselves through the accomplishment of things which but yesterday we deemed impossible. Such an accomplishment is represented in the production of the ball and cylinder for the illuminated fountain of the Hotel Traymore, at Atlantic City. Whenever glass makers visit that hostelry they gather about the electric fountain, and expressions of incredulity and delight are heard as they inspect the colossal crystal ball, which for size and weight represents the last word in glass-blowing. Thirty-six inches in diameter, it is the largest ball ever made from a mould, which, while embodying the lightest shell construction, weighed 1,900 pounds. The opening or mouth of the crucible from which the glass was gathered measured 22 inches, and the glass gathered on the blowpipe weighed more than one hundred pounds. The glass, absolutely free from imperfections of any sort, withstands the pressure of the enclosed water, within which fish are constantly swimming. The water enters through the glass cylinder, which is attached to the ball, and from this description you can appreciate the difficulties which we encountered in its manufacture.

What the future holds in store for lighting glassware I would not venture to prophesy. Kind Providence, which gives to man so mysterious a force as electricity, and so marvelous a device as the modern electric lamp, must still hold in reserve more superlative rewards to be bestowed upon retiring genius.

These future developments are, as yet, profound secrets, buried deep in Nature's bosom. Would it not be inspiring to be able to come back here a hundred years from now to behold the many changes? When we compare the marvelous nitrogen lamp of today with the torch of the savage, and the candles and oil lamps of a generation ago, and stop to think that most of this development has taken place in the last few years, you will begin to realize, as I do, that there is only One who can tell what marvelous achievements are in store for future generations.

Toastmaster Dorflinger then introduced Dr. Atkinson, who made an eloquent address, the main theme of which was true Americanism. Each of the countries now at war, he said, were fighting for what they believed was right, and he found something nice to say about each of them. He gave France a particularly fine tribute, quoting from a poem recently written by Dr. Henry Van Dyke, late Minister to the Hague. He recalled some of our own wars; and alluding to the troubles on the Mexican border said that Mr. Dorflinger had sent his son there in the true spirit—Americanism. We did not want to fight Mexico, or any other country, but for justice, and in such a cause fathers and mothers must be ready to let their boys go. He closed by pleading that all think straight Americanism—act straight Americanism.

Mr. Dorflinger said: "It is getting late, but I feel that we cannot part without a word from our ever-juvenile dean, Henry C. Fry."

Mr. Fry said that while the members of the Association had been well entertained last year, the affair this year was better. The attendance was larger, and they all looked prosperous. After talking pleasantly for a while he said that he thought Mr. Dorflinger was saving up something as a sort of dessert to the feast, and he did not think any dessert would be better than a word or two from Mrs. Tuthill.

Mrs. Tuthill, who, as the head of the Tuthill Cut Glass Co., possesses the distinction of being the only woman cut glass manufacturer in the country, said she was present at the meeting last year and that she could see the difference in the times by looking at the men about the table. They all looked happy now. She said she was glad she could be present and hear what had been said.

As she sat down someone quietly suggested that all the flowers on the table be gathered and presented to her. The proposition met with instant approval, anP in a few minutes she was loaded with roses.

As toastmaster Mr. Dorflinger was a huge success. He did not have much to do, it is true, but he did that little well.

The dinner committee, which consisted of Messrs. Carey, Dorflinger, Blackmer and Taylor, deserve more than ordinary thanks for their endeavors. It was as good

a dinner and as well served as any ever put before an organization.

The tables looked very pretty. Ferns covered every part except where the dishes were placed, and American Beauty roses were scattered about in profusion.

Music was furnished by a pianist and a baritone singer, the guests joining in the choruses, getting the words from a printed slip.

Keeping the set speeches down to two was wise. Both speakers had something to say, and said it well.

The professional entertainer, Kenny, was certainly a star. He kept the crowd roaring for half an hour.

BOSTON BUSINESS NOTES.

BUSINESS continues to keep up unusually well, although the holiday dull spell in the wholesale business is pretty well along, and soon the rush of orders for the after-Christmas sales will begin. "You may say," said the head of the crockery and glass department in one of the largest stores the other day, "that we never before have experienced anything like the retail trade that we have had this season. There have been larger crowds than ever before and they have purchased more expensive things than usual." "We haven't summed up our sales fully as yet," said another department store man, "but I can tell you right now that we are 'way ahead of a year ago, or of any previous year. We expected a fine holiday business, but nothing equal to what we have done. What is best of all, the season is being spread out more and more each year; and I lay it to the 'Shop Early' campaign conducted by the Chamber of Commerce and several other influential organizations of business men."

W. R. Amidon and Harry Guest have been making extensive changes and improvements in their sample rooms.

"Jack" Masse, of the Boston Hardware Specialty Co., is on a business trip through western Massachusetts.

Julius Baer, of Louis Wolf & Co., came over this week to spend a few days here.

Said one of the members of the Jordan-Marsh Co.: "The readers of the CROCKERY AND GLASS JOURNAL will no doubt be interested to learn that our profit-sharing distribution to our employees for the year 1916 has just been made and will amount to over $135,000. We are happy to be able to make this division, and hope the increased volume and prosperity of our business for next year will warrant a still larger distribution."

Asa Weston Armington, well known to some of the old-timers in the trade, died this week at his Newton home. He formerly was with Shreve, Stanwood & Co., which subsequently became Shreve, Crump & Low Co. On November 13 he observed the half-century of his connection with the latter company, during which time he had made twenty-two foreign trips.

Clarence H. Davis, for many years connected with the glass and jewelry business of Davis Bros. as a partner, is dead.

Paul Phillips is in East Liverpool on business and for a holiday vacation at his home near there.

Frank J. Chase, of Chase & Francis, is back after a short business trip to East Liverpool.

J. W. Halliwell, until recently buyer for the Manhattan, Cambridge, has accepted the position of buyer for H. L. Kincaide Co.'s Quincy store and will assume his new duties on January 2.

S. H. Thurber, who has been financial man at Houghton & Dutton Co.'s, has resigned.

A novel method of selling toys at retail has been originated by two Boston young men. On an old Ford touring car they have built a long body on which they have a rack to display the dolls and other articles; then they drive along the streets in the uptown sections, stopping wherever they find a group of people. The plan, they say, is netting good results, and the gasolene isn't as expensive as the lighting and heating of a small store.

F. R. Underhill, who covers New York, Connecticut and western Massachusetts for the H. P. & H. F. Hunt Co., will hold a sample room display in Albany from Christmas to January 1.

R. H. White Co. has been obliged to lease a vacant store on the corner of Bedford street to accommodate part of its display of toys.

Many in the trade are attending the Allied Bazaar in Mechanics Building, where there are on exhibition and for sale all kinds of pottery, glass, toys, antiques, brass goods, lamp shades, electric goods, jewelry and novelties. Many of the articles are of foreign manufacture and are attracting much interest. The affair is the largest of its kind in the history of New England, and a very large amount of money will be netted for

the Allies' relief work. The various stores have given liberally of money and goods to help along the cause.

Harry Ross, sales manager for the Pittsburgh Lamp, Brass & Glass Co., made a brief visit here the other day.

The Jones, McDuffee & Stratton Co. has had such a large demand for its Wedgwood tile calendars that the supply is nearly exhausted already. One is to be found in almost every important office in Boston.

HURT IN A TAXI.

WHAT was a bad accident, and might easily have been more serious than it was, happened to H. K. Tetsuka and M. Tonaka, of Morimura Bros., one night last week. They took a taxicab to go home a little after six o'clock. As they were crossing Sixth avenue at Twenty-third street the chauffeur, in avoiding a collision with a Gimbel delivery wagon, drove the car against an elevated railroad pillar. Mr. Tetsuka was pitched forward with such force that he received a cut over his left eye which required several stiches to patch up, besides contusions of the face, arms and legs. Mr. Tonaka was more fortunate. He was badly shaken up, but escaped cuts and broken bones.

POINTERS FOR BUYERS.

K. T. & K.'S NEW SHAPE.

The new dinnerware shape, "American," just brought out by the Knowles, Taylor & Knowles Pottery Co., was placed on display Monday by the E. W. Hammond Co. It has every quality that spells success—fine body and finish, graceful lines, and exceedingly tasteful and unusual decorations. The casseroles are made with an inside cover. Matt or burnished gold handles may be had as desired.

AN ENTERPRISING AGENCY

The American Manufacturers' Co., with sample rooms at 329 Market street, Philadelphia, and No 10 West 20th street, New York, will have a page in our forthcoming holiday issue setting forth their facilities for handling and marketing any product that may be worth while. As manufacturers' representatives they have made notable successes with the lines they handle, and those factories which are fortunate enongh to have their lines with these people may always count upon the maximum of business. They have a large and efficient corps of travelers who make good in whatever lines they take on. The concern has recently moved to larger quarters, where they have a splendid showroom 25x300 feet, affording them space for the display of samples larger than any similar house in Philadelphia. Manufacturers who are not represented in Philadelphia or New York, and who want "live wires" to push their products, will make no mistake in communicating with the American Manufacturers' Co.

LEO PRICE INJURED.

WHILE riding on the bridle path in Central Park on Sunday, Leo Price, president of Rothenberg & Co., Fourteenth street, was injured by a horse which was being ridden by Walter Sternberger, another equestrian. Mr. Price saw that Sternberger was having trouble with his mount and rode over to aid him. As he drew near, Sternberger's horse wheeled suddenly, throwing his rider and knocking Price down. Mr. Price was taken to Mount Sinai Hospital, where it was said his injuries were internal, but were unlikely to prove fatal. Mr. Sternberger was injured only slightly.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 12, 1916.

BORDEAUX

5	packages	chinaware	Davies, Turner & Co
1	"	"	A Kimbel & Sons
2	"	toys	Massce & Co
23	"	"	J Wanamaker
4	"	"	Tice & Lynch

CHRISTIANIA

1	package	glassware	A Bjourness

GENOA

18	packages	glassware	J Wanamaker
1	"	"	Davies, Turner & Co
8	"	"	A J Taylor

LIVERPOOL

17	packages	earthenware	Fondeville & Van Iderstine
45	"	"	Maddock & Miller
5	"	"	G Collamore & Co
44	"	"	E Boote
47	"	"	G F Bassett & Co
15	"	"	L A Consmiller
6	"	"	Davis, Collamore & Co
18	"	"	Masse & Co
1	"	"	J W Masters & Co
1	"	"	Lewis & Conger
6	"	glassware	F G Sternberg
15	"	"	S Bache & Co
29	"	"	Higgins & Seiter
3	"	chniaware	Rowland & Marsellus Co
6	"	"	Lenyon & Morant
41	"	"	W S Pitcairn
3	"	"	J Davison
25	"	"	H C Edmiston
30	"	"	Vogt & Dose
2	"	toys	S Buckley & Co

LONDON

3	packages	glassware	G W Sheldon & Co
4	"	"	Miscellaneous Orders

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, INC.,
92 West Broadway, New York.

EDITORIAL ROOMS:
TEL. 5092 BARCLAY.

MECHANICAL DEPT:
TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 14, 1916.

AT the ripe old age of seventy-nine, Jerome Jones has passed away. He was the most prominent man in the trade for more than half a century, besides figuring largely in the civic life of Boston. He was a strong man mentally, and, though spare in build, was energetic, untiring and positive. He made firm friends, and, like all great men, bitter enemies. They fought him, but respected him. In his death the writer loses a dear friend. He was a close reader of the CROCKERY AND GLASS JOURNAL, and a frequent contributor. The trade will miss him, for he was a leader in all the deliberations of the Wholesalers' Association; his city will feel the loss of one who was earnest for its welfare, and in his social circle the void can never be filled.

SELLERS "ALL AT SEA."

A FEELING of discontent is noticeable in the trade by reason of the continual advance in prices, and more particularly about the practice now prevalent of notifying buyers that invoices will be made "at prices prevailing at date of shipment." Buyers are asking how they can sell goods when they are in ignorance as to what will be the cost. If they have the goods in stock, billed at any price, the thing is easy; but when selling in advance from samples they are all at sea. Even when they have quotations from the manufacturers, and send in orders based on these figures, they are still notified, as before, that invoices will be at the rates prevailing at date of shipment.

What buyers want is a price good for a certain time. While they are beginning to think that prices, except, perhaps on domestic crockery, are high enough, they are more particularly annoyed at being subjected to raises without notice. It is a reasonable request that they should have rates good for at least thirty days. The "date of shipment" condition is too vague, and is sure to react upon those who make it. When normal times are reached those concerns which have been arbitrary in the matter will be the first to realize it.

PERSONAL.

ANY medals that might have been hung up in a contest for supremacy in salesmanship would undoubtedly have been captured last week by Wm. Wagner, with the E. W. Hammond Co., for he landed an order for fifteen carloads of cereal sets—1,200 sets to a car, fifteen pieces to a set.

A. P. Doctor returned on Monday after spending several days in Pennsylvania with a party of friends on a hunting trip. A fine bunch of quail was bagged, and Mr. Doctor has an artistic assortment of scratches on his hands, as well as sore feet, as souvenirs of a ten-mile walk through the woods in the rain last Saturday.

Charles West, secretary of the Westmoreland Specialty Co., Grapeville, Pa., who with his family has been stopping at the Biltmore, enjoying a week's vacation, left for home on Monday.

Joseph Levy, who has been a member of the office staff of Henry Creange for several years, during which time he has made an extensive acquaintance in the trade, has left to go into the manufacturing business for himself.

Harry E. Smith, who has been secretary of the Guernsey Earthenware Co. for the past year, has resigned to accept a responsible position in another line of business in Baltimore.

Wm. Bown, son of Lew Brown, general manager of the Buffalo Pottery, was a visitor in New York over the week end.

Anyone who thinks that the talk about a goods famine is exaggerated should drop in at "Eddie" Hammond's showroom and listen to the pathetic appeals of buyers for merchandise. All sorts of induce-

ments are offered if he will only let them have something—only part of a case, if he can't do better. Even cash is flourished; but it never causes the move of an eyelash. "Eddie" says anyone who thinks it's all honey being the "Cereal Set King" has another guess.

⚜

Samuel O. Paull, secretary of the Eagle Glass and Mfg. Co., who had been in town for ten days on special business for the concern, left for home on Wednesday.

⚜

Charles F. Patten, traveler for Koscherak Bros., returned last Friday after a week's trip through New England and New York State booking orders for the last-minute holiday needs of his customers; and judging from the activity of the concern's packing department it was "some business."

⚜

A. J. Bennett, head of the Cambridge (O.) Glass Co., is expected back in New York on Friday, after visiting the Philadelphia and Boston offices of the concern. He will spend Friday and Saturday consulting with Local Manager D. King Irwin before leaving for home.

⚜

E. J. Touhill, with Mitchell, Woodbury Co., will be in New York until after the holidays. Soon after the first of the year he will go on the road again.

⚜

Arthur Lit, of Lit Bros., Philadelphia, arrived in in town on Tuesday expecting to spend the rest of the week here. He is at the McAlpin.

⚜

Reuben Haley, with the Pittsburgh office of the United States Glass Co., arrived in New York Tuesday morning and returned the same night. He came on a special mission, and incidentally bought a Christmas present for the "boss."

⚜

Jas. J. Temple, manager for L. Bernardaud & Co., is expected home on Monday from a trip through the Middle West that took him as far as Chicago.

⚜

F. J. Cuthbertson, of the A. F. Wylie Store, New Haven, Conn., made a hurried trip here on Saturday for the purpose of adding to his holiday stocks.

⚜

John Yaeger, secretary and treasurer of the Central Glass Works, Wheeling, W. Va., arrived in town on Wednesday for a conference with Alex. P. Doctor.

⚜

For an old-time road salesman to have a new sensation in traveling is a novelty. Geo. H. Service, with Kennard L. Wedgwood, has covered the country east of the Mississippi and Eastern Canada for a good many years, but he had never been to the Pacific Coast until this fall. Going to Los Angeles by way of Denver, he worked north to Vancouver and then east to Montreal. He is much impressed with the bigness of the two countries.

⚜

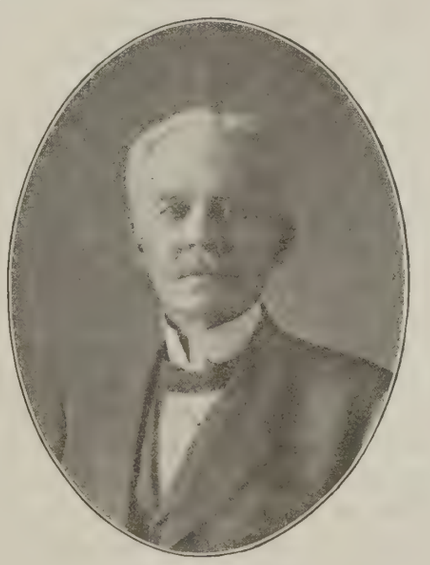
Alex. P. Doctor took a day off last week to go shooting. He made a good bag of quails, but couldn't bring them home on account of the laws.

⚜

Other buyers in town were B. F. Welden, for Sisson Bros. Welden Co. Binghampton; Mr. Klapper, of Billstein-Klapper Co., Cleveland; A. A. Breton, for Shartenburg & Robinson, New Haven.

JEROME JONES PASSES AWAY.

IN the death of Jerome Jones, of the Jones, McDuffee & Stratton Co., Boston, who passed away on Wednesday at his Brookline home, aged seventy-nine, the trade has lost one of its most esteemed and valued members.



JEROME JONES.

Few men of the old school in New England had a wider acquaintance or more friends in all lines of business. His death is a distinct loss to the State and the city, which he had helped to make greater in many ways. He had been ill from an attack of bronchitis, and since Saturday had been confined to his home. Heart weakness developed suddenly at the end.

Mr. Jones was born in Athol, Mass., October 13, 1837, and came of Pilgrim stock. At the age of twelve he went to work clerking in a grocery store in Orange, Mass. In 1852 he kept the books of Root & Potter in Greenfield for most of the year, and in 1853 was apprenticed to Otis Norcross & Co., crockery merchants, Boston. In 1861 he was admitted as a partner. Four

years later he became the European buyer, visiting most of the potteries and glass factories of note in England, France and Germany every season for fifteen years. In 1867, when Otis Norcross was chosen mayor of Boston and retired from business, the firm assumed the title of Jones, McDuffee & Sfratton Co.

Mr. Jones was a Cleveland Democrat and a member of the Tariff Reform League. While a tariff reformer, he was never a free trader, believing in a tariff for revenue with incidental protection. He was far too broad a man to be a strict partisan. He never held political office, such prominence having no inducements for him. In Mayor Quincy's administration he was one of seven men chosen from among the leading merchants to form the Merchants' Municipal Advisory Committee, called the "Mayor's Cabinet," in which he represented the Boston Board of Trade. Mr. Jones was prominently identified with any question affecting the development of the port of Boston, for which he worked constantly and untiringly.

He was a trustee of the Mount Auburn Cemetery, and had been a director of the Third National Bank, the Traders' National Bank and of the Massachusetts Loan & Trust Co. He had served as vice-president of the Home Savings Bank, president of the Boston Commercial Club, the New England Crockery and Glass Association, the Athol Agricultural Society; had been a sinking fund commissioner of Brookline, president of the old Boston Board of Trade, president of the Boston Merchants' Association, director of the Boston Chamber of Commerce and honorary chairman of the Chamber's committee on maritime affairs, and a director of the "Boston Transcript" Co. until a few years ago. At the time of his death he was a director in the Boston Safe Deposit and Trust Co., an office which he had held for several years in one of the city's important banking institutions noted for its stability and conservatism. He was identified with the National Association of Wholesalers of Earthenware and Glassware. He also belonged to the Unitarian Club, Art Club, The Country Club, Union Club, Algonquin Club, Exchange Club, Bostonian Society, Brookline Lodge F. and A. M.; Brookline Thursday Club, Boston Young Men's Christian Union and the Bunker Hill Monument Association.

A meeting of the New York Crockery Board of Trade is called for Friday morning at 10 o'clock to take appropriate action.

A number of the New York trade will attend the obsequies.

Abram B. Stockholm, who for more than thirty years had occupied a prominent position in the business life of Poughkeepsie, N. Y., died at his home in that city Dec. 5, of angina pectoris.

Mr. Stockholm was born in Poughkeepsie in January, 1849 and began his business career as a clerk in the firm of Trowbridge & Co. He purchased his present business in 1883 from Henry Allen, which he developed and continued in the same location for thirty-three years. He was widely known as a merchant throughout the city and county, and because of his absolute reliability he was universally esteemed and trusted. He was loyal to his friends, and his friends were many. They found him "always the same," genial, witty, modest, and a man of his word. He was a notable example of a Christian gentleman in business.

No finer tribute could be paid him than that of T. C. Young, who for the last few years has managed the business, and who said: "I was with him thirty-three years, and found him a real man."

Edward Legg, for twenty years superintendent of the Stewart-Carey Glass Co., Indianapolis, died of heart disease December 3. He was fifty-two years old and was born in London, England, but came to America when eight years of age.

Alfred Abernethy Cowles, vice-president of the American Brass Co., died December 8th. Mr. Cowles formed the Ansonia Clock Co. in the late seventies and was president of the company at the time of his death. He succeeded his father, the late George P. Cowles, as head of the Ansonia Brass and Copper Co. and was largely instrumental in the formation of the American Brass Co.

Forester C. Kobbe, Eastern manager for Arthur Letts and the Broadway Store of Los Angeles, Cal., died December 6 at Lakewood, N. J., in his thirty-third year.

ADVANCE IN MARINE INSURANCE.

AS if the importers did not have troubles enough in getting goods at high prices, together wilh delays in transportation at exorbitant freight rates, they are now confronted with a higher rate of insurance. It is now proposed to charge eight per cent. The rate was from one to one and a half prior to the war.

INCREASED PRICES OF GERMAN PORCELAIN.

FROM Breslau Consul Harry G. Seltzer reports that the most prominent porcelain manufacturers in Germany have agreed upon a further increase of 20 per cent on the prices of their products—that is, from a previous increase of 45 per cent to 65 per cent over the prices prevailing before the war.

This is further proof, if any were needed, that there will be no "dumping" of German goods here after the war.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

From a source high in the confidence of the higher councils of the National Brotherhood of Operative Potters we are advised that there has been a remarkable change in the attitude of the workers. "The recent advance in wages has had a greater effect upon the men than one can imagine," said this authority. "The action of the kilnmen, saggermakers and kilndrawers in striking and thereby violating their agreements has utterly disgusted the local unions. That element has killed itself. The men are thinking more now than ever. The rabid will no longer control the situation, and it looks to me as if the recent action of some workers in striking will prove a blessing in disguise."

* *

An additional kiln is to be placed in operation by the H. R. Wylie China Co., Huntington, W. Va.

* *

Joseph Kutsch, formerly engaged in decorating work at Ford City, Pa., and Minerva, O., and now in charge of the decorating department of the new Southern Potteries Co., at Erwin, Tenn., was in this district a few days ago arranging for supplies. This plant will be placed in operation early in January.

* *

The demand for specialties this season has been the most extensive ever experienced. Chocolate sets, salads and salad sets, covered jugs, game and cake sets have been in particularly heavy demand.

* *

Among the buyers registered at the Elks Club during the last few days were Leo Arnstein, for Ed. Schuster & Co., Milwaukee; Mr. Hankins, Lexington, N. C.; H. Harroun, Mansfield, O.

* *

The suggestion advanced at the recent meeting of the United States Potters' Association that a research bureau be established by the Association has been well received by the manufacturers. Such a bureau would of course have the full benefit of the work of the American Ceramic Society and the United States Bureau of Standards at Pittsburgh. A committee will soon be named by the executive officers to take up the task.

* *

Col. Will A. Rhodes is now associated with the Milliken China Co., Pittsburgh.

* *

A number of buyers have been visiting the district with a view of ascertaining "where their orders stand." In one instance a manufacturer is promising delivery between April 15 and May 1 next. Another declares that he is sold up for three months. Many orders booked early in the summer still remain on the books unfilled.

* *

Thomas Sant, of the Sant Clay Co., and Percy Frost, manager of the local offices of the Hanovia Chemical Co., have been admitted as members of the Western Glass and Pottery Association.

* *

The Smith-Phillips China Co. will introduce their new "Martha Washington" dinner shape at the Pittsburgh Exposition in January. "The shape is reminiscent of our forefathers' day, and the decorations will be known by particular names that in the old days were well-known Colonial characters," said a member of the firm. Care has been exercised in the selection of patterns, and the exclusive controlled pattern will be featured in open stock.

* *

From the number of kilns reported under fire, the production in this city, Wellsville, Chester and Newell, W. Va., is only about seventy per cent of normal.

* *

News of the sale of the Anchor Pottery Co., Trenton, N. J., to a syndicate of New York bankers was received with surprise here. The plant has been under the general management of William H. Griggs, formerly of this city.

* *

Announcement has just been made of the sale of the former plant of the La Belle Pottery Co., Wheeling, W. Va., to the Wheeling Tile Co. The latter concern leased the property several years ago, soon

after operations were suspended there by the old Wheeling Potteries Co.

THE CONDITION OF BUSINESS.

New York

While the volume of trade is largely diminished, the number of orders increases. Every mail brings requests for matchings and pieces to fill in—a sure indication of low and broken stocks in the hands of retailers.

It is a curious fact that the last raise in English goods seemed to increase the demand. The advances since the war began now total almost exactly seventy-five per cent. Whether the present good business arises from fear of a further raise, or is an actual demand for immediate consumption, is a question, with the probability in favor of the latter.

The supply of French goods does not begin to equal the demand, and every importer is booked up 'way ahead.

The call for Japanese goods continues, and the factories on the other side have all they can attend to for months to come.

There has been an additional call for domestic pottery. Buyers are on hand looking for 1917 deliveries, and it is probable that by the middle of January the potters will have booked enough orders to last them till the first of July.

The increased use of earthenware, both English and American, may have a very marked effect on the demand for German china in the future. In both countries such improvements have been made in the body, glaze and finish, as well as the decorations, that it seems to have taken the eye of the public. The goods are so nearly like china in general appearance that at a little distance it is almost impossible to tell the difference.

The glass factories are more than well supplied with orders, and if sales at the Pittsburgh January exposition are anything like what are expected they will obtain enough business to carry them through the year. As a matter of fact, the expostion this year will be held more because it is one of the traditions of the trade than for any real need of securing new business.

Manufacturers of lamps, who were not pushed as were other branches in the beginning of the season, are now crowded. Contrary to their usual custom, some of the manufacturers made up a little stock in advance, and are now reaping the benefit.

Retail trade continues to be exceedingly good everywhere. Christmas shoppers are doing their buying early, and the only complaint on the part of dealers is regarding the scarcity of goods with which to supply them.

From present appearances there is to be no cessation of business from now on. Everything points to a bigger business in the spring than there was last year. That prices will go up on both crockery and glass there is no question; and as the practice is always to buy on a rising market, all the factories are sure of a big trade for an indefinite period.

Pittsburgh and Vicinity

Business continues to be booked by glass manufacturers in liberal volume, but the continued shortage of small help in factories, renewed embargoes on lines reaching into Western territory from here, and advancing costs in raw materials, have created an unsettled condition throughout the trade. Glass manufacturers are unable to guarantee prices, the latter being subject to withdrawal without notice. Buyers, however, have not complained so much about price as the tardiness in deliveries. It would be no surprise to learn of additional advances before another six weeks pass.

East Liverpool and Vicinity

There has been no let-up in the receipt of new business among the manufacturing potters of this district. The larger percentage of business being booked, with the possible exception of that from nearby towns, is for 1917 delivery. Prices continued unchanged, although costs of raw materials are constantly advancing.

WESTERN ASSOCIATION NOMINATES OFFICERS.

AT a special meeting held in the Ft. Pitt Hotel, Pittsburgh, the Western Glass and Pottery Association adopted the feature in vogue in the Eastern Association of having territorial vice-presidents. Three new members were elected at this session.

Ballots containing the following nominees are being mailed to all members by Secretary Thomas W. Morris:

President, Robt. G. West; 1st vice-president, Watson W. Lang; 2d, C. Nick Muessig; 3d, Joseph C. Rent; 4th, Frank I. Simmers; secretary, Thos. W. Morris; treasurer, J. G. Kaufmann.

Directors (four to elect)—Wm. J. Owen, F. A. H. Lang, C. L. Gray, Ira M. Clarke, H. A. Ross, Albert Binswanger, Reuben Haley.

Territorial vice-presidents—Boston, Frank Gardner; New York, Harry B. Whitney; Philadelphia, Geo. R. Reinhart; Cleveland, Guy C. Robinson; Chicago, Walter B. Andrews; St. Louis, Thos. H. Lohr; Zanesville, Ben F. Feldner.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Present conditions in the glass trade are without parallel. In this district manufacturers are being quoted on gas supply only from day to day, and all gas contracts are subject to cancellation upon twenty-four hours' notice. This month manufacturers are paying $4.80 per 100 lbs. for wrapping paper, and quotations now being received for January delivery are on a basis of $14 per 100. The use of tissue paper for packing is out of the question. On brass collars and burners for lamps no quotations are obtainable, and orders are only being taken by these manufacturers to be delivered when possible—no time being guaranteed. Soda ash is now selling three times higher than it was a year ago. Fuel oil now being used in some factories is costing three times more than gas—but the latter has to be arranged for as an emergency. One manufacturer said: "Goodness knows, it is not our fault that we have to increase prices. Go into any office, compare present invoices for materials, wage accounts and volume of production with the records of a year ago, and then figure it all out for yourself."

Unable to procure metallic containers, the Duncan & Miller Glass Co., Washington, Pa., has arranged to erect a large concrete tank for storing its fuel oil.

Plans are being worked out for the rebuilding of the plant of the Lonaconing Glass Co., which was destroyed by fire recently.

William H. Davies, with the Wellington Glass Co., Cumberland Md., was a visitor at the offices of the Glass Association a few days ago. W. A. B. Dalzell, of the Fostoria Glass Co., was also in the district.

Several new pieces have been added to the No. 15177 heavy cut line of the United States Glass Co., among them a four-footed bowl, salads and trays.

Both gas and electric portables are in heavy demand, and the manufacturers will be unable to ship all holiday orders. Numerous buyers have been in the market to purchase any odd lots or single pieces which may be available. Small dealers have sent orders to factories to ship by express anything they have in stock suitable for their trade.

Among the buyers here of late were H. Harroun, Mansfield, O.; Charles Lang, of Kinney & Levan, Cleveland; Louis Fritz, with Butler Bros., New York; Leo Arnstein, with Schuster & Co., Milwaukee; Harry Toner, with Sulzbacher & Co., Steubenville, O.

Commission salesmen who desire to make connection with additional glass factories during the coming year are finding it a tough proposition. Practically no lines are to be had. Manufacturers declare they are unable to accept business from new customers.

William C. Lynch, of the Taylor, Smith & Taylor Pottery Co., Chester, W. Va., will be floor manager for the first annual ball to be given by the Western Glass and Pottery Association in the Louis XVI ball room of the William Penn Hotel in January.

Carload buyers of pressed and blown glassware are very anxious to secure deliveries. They are not quibbling over prices. They want the goods.

The action of the Panhandle division of the Pennsylvania railroad in declaring an embargo on shipments West is seriously interfering with shipments of glass to some points out of this territory. It is believed that the embargo will continue until after the year end.

The "small help" problem in the glass factories is a most serious one, and there seems no way out of it.

The Pittsburgh Lamp, Brass and Glass Co. reports the heaviest business in oil lamps in its history.

A number of letters are being received by manufacturers from abroad requesting that the writers be al-

lowed to act as selling agents in their respective territories. The same old story is told each: "We are unable to take on any new accounts just at this time." These names are being filed for future reference.

J. H. Johonnot, who, by the way, was the first cut glass salesman to exhibit a line here at a January exposition, having displayed at the old Monongahela House, was in the district last Saturday. He is representing T. B. Clark & Co., Honesdale. Pa., and was here after blanks. He will show the Clark line here in January at the Hotel Henry.

AT CHICAGO.

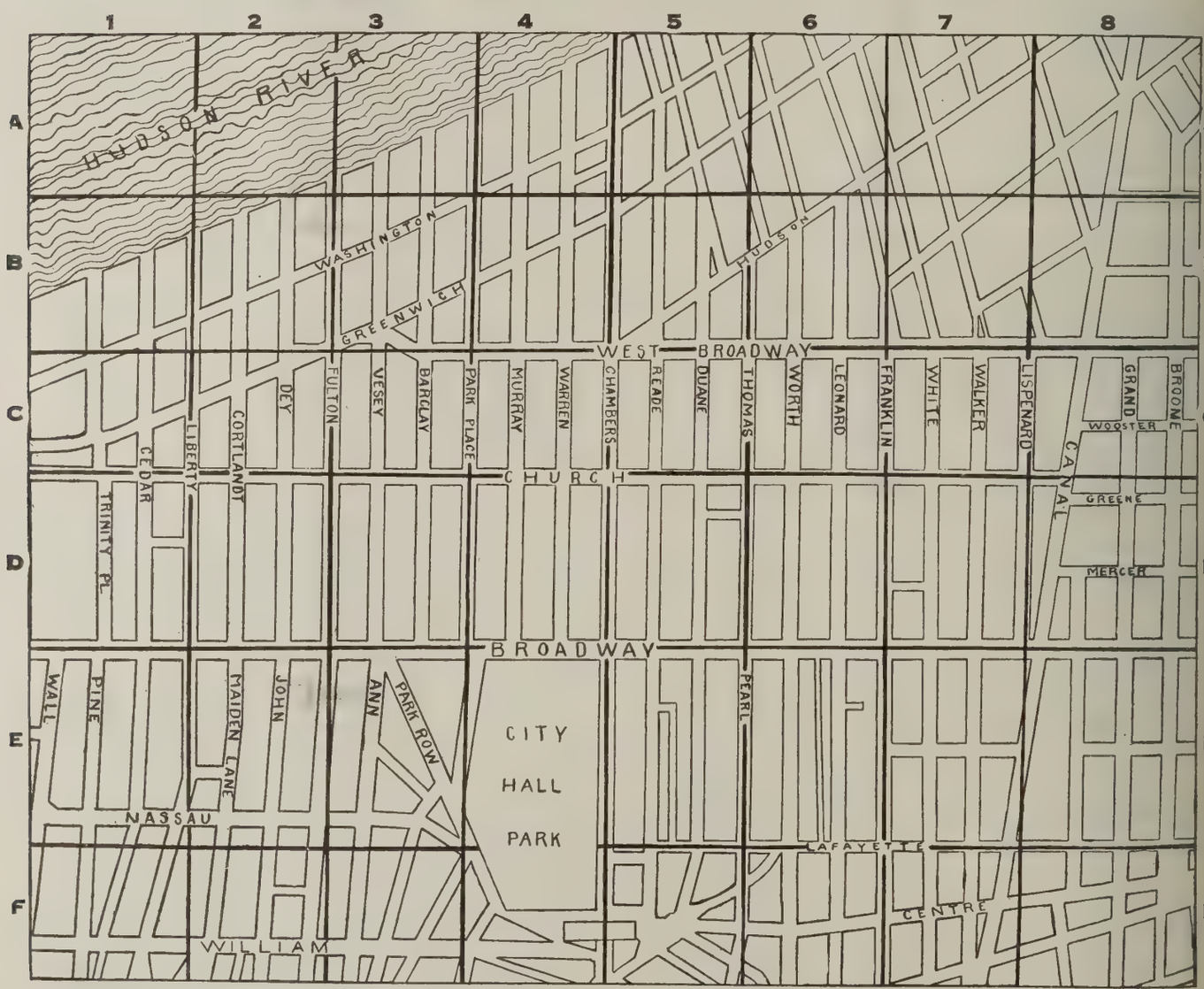
THE activities of china and glass salesmen have been suspended until after the holidays, buyers being too busy now to look at goods, of course. The factory men are therefore marking time until the empty tables and shelves are in need of replenishing after the first of the year.

* *

L. A. Carter, one the big Philadelphia buyers, spent several days here during the week.

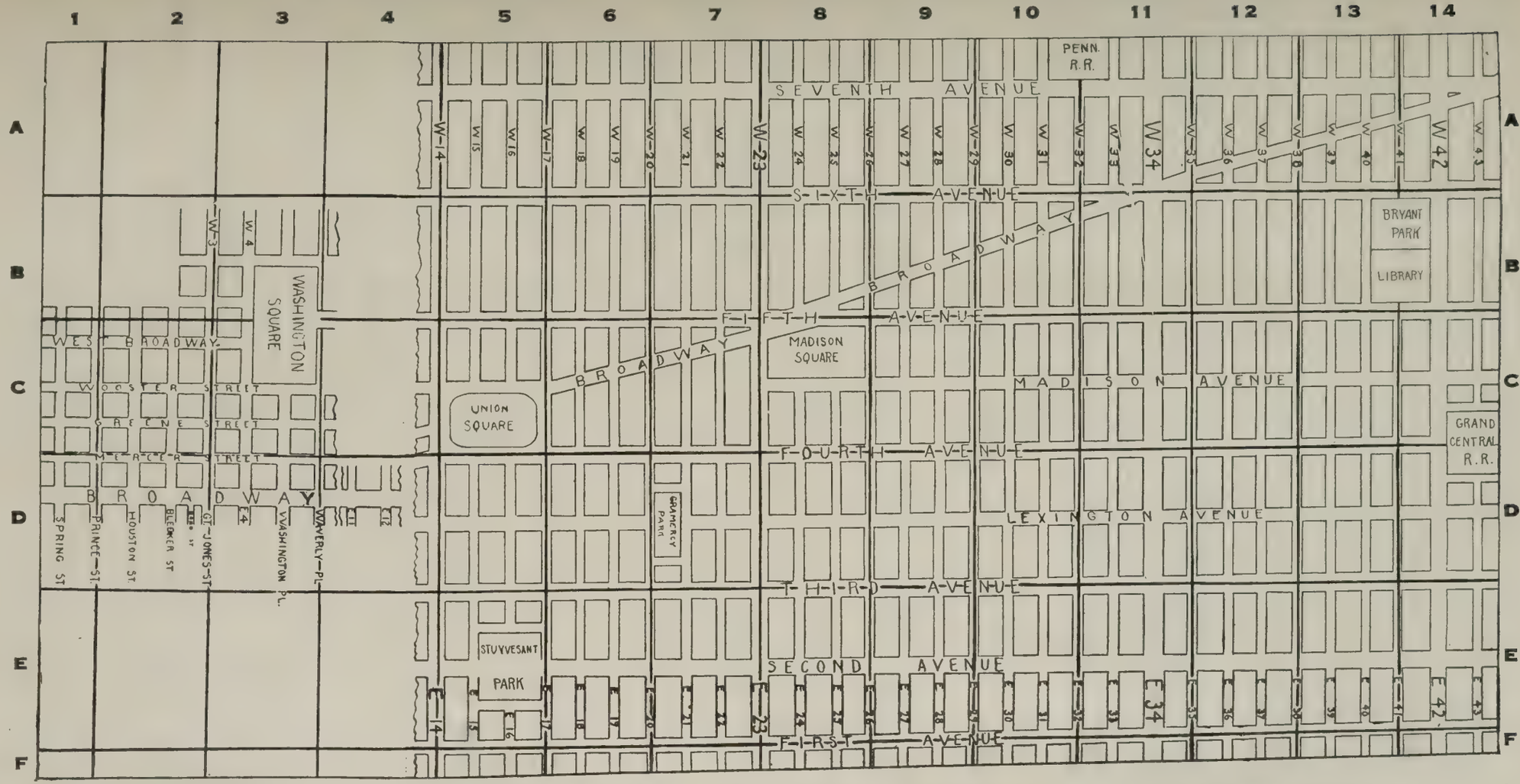
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Bryce Brothers Co., 240 Fifth ave.....B-9
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Walter Redfield recently returned from a trip to the factories of the A. H. Heisey Co. and S. A. Weller.

* *

Mr. Pitkin, of Pitkin & Brooks, made a buying trip to the New York market last week.

* *

E. M. Meder has returned from a trip to New York, Buffalo and other points East.

* *

A number of local concerns will have displays at the glass expcsition to be held in Pittsburgh in January, and a delegation of factory men will go down.

* *

Harper J. Ransburg, of Indianapolis, is expected in the city adout the first of the year.

* *

Henry Viemann, assistant buyer of china for Carson, Pirie, Scott & Co., expects to spend a part of the holidays with friends in Coldwater, Mich.

* *

The Chicago office and wareroom of the Canonsburg Pottery Co., which has been in charge of E. H. Blair, has been discontinued. The territory in the future will be handled by a salesman direct from headquarters.

* *

Neil Bingham, traveler for the United States Glass Co., has returned to the Chicago office after completing his final trip of the year with lighting glass.

* *

The toy line at the Boston Store runs strongly to Japanese tea sets, which are proving highly popular this year.

* *

Pitkin & Brooks recently advanced the wages of employes in their cut glass factory at Valparaiso, Ind., ten per cent.

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CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 21, 1916.

THE CONDITION OF BUSINESS.

New York

While there are yet a few days more left in 1916, the business for the year is practically over. Buyers are too busy just now looking after the holiday trade to buy anything except such things as they cannot do without.

In reviewing the conditions of the year, it can be said that nothing like them were ever known. It has been trouble from start to finish. Prices of raw materials have risen steadily, wages have gone up; and although selling prices have been advanced it is yet to be decided whether the year has been a good one in the matter of profits, because production has not been up to capacity in any of the factories. While the potters may have made a little money, it does not begin to amount to what they ought to have made and would have made had they done what every other class of manufacturers did—put up their prices at the beginning. They see now that had they made a clean advance of twenty-five per cent and given their employees a raise it would have been much better for all.

The glass men have advanced their prices to such a point that they are undoubtedly making money; and in spite of the lack of potash glass the cut glass men have also done exceedingly well.

The volume of trade for the year has not been as great as the reports of "big business" would lead one to suppose. Official figures on imported pottery for nine months up to October 1 show the total to be $4,192,527. Estimating a million dollars for what will come in the last quarter of the year, we will have about five millions as the total of the year's imports. This is barely one-half of what we take in a normal year, as against more than thirteen millions in a big year.

The imports of glass for nine months were only $385,799, as against something over two millions in a normal year.

One of the surprises in the trade is the small increase in the Japanese imports. The gain for the nine months was only $114,932 on a total of $1,046,703. Allowing that October, November and December will show large importations, the increase will fall far short of what was expected.

The capacity of the American potteries is about eighteen millions. Owing to the scarcity of labor the output will probably not exceed seventeen millions. This will about equal the best the potters have ever done, but no more.

It is difficult to arrive at a value in dollars and cents of the domestic output of glass. The Glass Association reports only the tons of glass made, without giving values. Roughly, the output may be estimated at twenty millions of dollars; but it must be borne in mind that glassware is about double in price this year what it was before the war began, so that the volume may be less than the figures would indicate. It is known that the factories have not worked to capacity; otherwise the volume would undoubtedly have been greater.

The imports of toys are just one-half those of a normal year. But as the domestic manufacturers have increased their output the volume in the market is

about as usual. The big falling off is in the quantity of bisque and china dolls.

No figures are obtainable as to the production of metal lamps, and glass lamps come under the figures given for glass. At a guess, the value of metal and wood standard lamps, electroliers, chandeliers and portables might be put at ten or fifteen million dollars; but no one really knows.

Taken as a whole, the volume of business has not been as large as in ordinary years, and even with the increased prices it is probable that profits are not any too great.

Retail trade has been all that could be expected with the short supply of merchandise. Every section of the country has reported active business at good prices. The retailers have undoubtedly made money. They were wise to the fact that they could not duplicate stocks on hand at old figures, and consequently marked everything up. In very many cases their profits were doubled. More than that, they have moved stale stock and goods that had been unmerchantable and which would otherwise have had to be sold at a sacrifice.

Prospects for the coming year are brilliant. Never in the history of the trade have there been so few undesirable goods in the hands of retailer and wholesaler alike; never has the demand been as great; and it is only the question of how much can be turned out, both at home and abroad, that will determine the volume of business for 1917.

East Liverpool and Vicinity

With many unfilled orders on file, a heavy volume of new business has been booked for 1917 delivery. Manufacturers are uncertain about prices, because they do not know what advances in the cost of materials may be authorized over night. Merchandise is wanted in heavy volume by the buyers, who have been unable to maintain complete stocks, and increased buying in January is anticipated by all manufacturers.

Pittsburgh and Vicinity

Looking into the future, there is nothing to indicate just now that any lull in business will result. A shortage of fuel, freight embargoes and a lack of small help are about the only obstacles in the path of the manufacturers which will cause a curtailment in production. As for orders, they are most plentiful. The market is an open one, and the condition is being taken advantage of by buyers. Anticipation of requirements three and four months ahead seems to be the rule of the heaviest purchasers.

SALESMEN ELECT OFFICERS.

THE annual election of officers of the Pottery, Brass and Glass Salesmen's Association was held in the rooms of the Crockery Board of Trade on Tuesday at eleven o'clock, John Nixon presiding. Those present were John Nixon, Jos. F. O'Gorman, Howard P. Handy, W. E. Doctor, J. V. Storck, Arthur A. Bean, L. D. Seixas, W. W. Magee, Wm. M. Warrin, Harry S. Clarke, Jos. Burroughs, W. S. Pitcairn, John E. Plummer, Clarence Horning, E. H. Hammond and Geo. M. Jaques. Arthur A Bean, Harry S. Clarke and L. D. Seixas were appointed tellers, although really all those present turned in and helped. It was then voted to take a recess until two o'clock.

At four o'clock the meeting was called to order and the tellers reported as follows: Total vote cast, 572. For president, J. Duncan Dithridge, 532; for vice-president, D. King Irwin, 537; territorial vice-presidents: W. C. Lynch 362, Mark Donaldson 144, M. K. Lindner 347, Oscar W. Eckland 249, E. Michael Meder 216, A. H. Sharpe 222, Paul M. Phillips 315, W. J. McQuilland 170, A. D. Seeman 209, Howard S. Bokee 204, J. S. Walker 89, Adelbert S. Baker 191, J. Guy Hawthorn 324, Albert Binswanger 253, Chas. C. Reizenstein 249, A. J. Tourangeau 336, Wm. Junor 349, Thos. H. Lohr 339, Chas. J. Dooley 293, Wm. M. Oddie 181, Leon Neubrik 344, Victor G. Wicke 228, Chas. B. Ott 252, D. Wm. Scammell 335, Frank W. Bamford 118, Jeff. D. Dobbs 360, Walter B. Kerr 336, Ernest H. Wade 352. For secretary, Jos. F. O'Gorman, 536; for treasurer, Geo. Hamilton, 529; for directors to serve three years: Lee Schoenthal 321, John Nixon 486, W. W. Magee 348, John V. Storck 91, E. W. Hammond 254, D. Carlton Tracy 174.

The secretary then read his report as follows:

SECRETARY'S REPORT.

You will be glad to learn that the Association is about to close the most prosperous year of its existence. We have the largest membership in our history and we have more money in the treasury than we ever had at the close of a fiscal year.

We started 1916 with 913 members; to-day we have 1,065. There was a total of 172 new members elected during the year, and several more await action of the Board of Management at its first meeting in January, 1917. We lost eleven members by death since January 1st, one by resignation, and eight were dropped for nonpayment of dues and assessments—two on the January call and six on the July call.

A word should be said here about the splendid work of the various teams in the "Booster Campaign," which resulted in the recruiting of 168 new members between January 1 and July 1. The splendid achievment of the New York Team in securing 121 new members is worthy of being written into the records of the Association in the boldest characters. It demonstrates just once more the effectiveness of team work—shows what you men can do when you make up your minds collectively to accomplish something. You started for the 1,000 goal and almost reached the 1,100. The next objective is the 1,500 mark, which we ought to reach before the close of 1917.

Slight changes in the details of the plan proposed by the Secretary at the last annual meeting were made by the committee in charge of the campaign. It was decided to extend the campaign over a period of six months and offer individual prizes for the members obtaining respectively the largest and the next largest number of new members. President Dithridge very generously offered to provide the first prize, a magnificent Howard watch, and the Secretary donated the second, a gold knife. The first prize was won by Lee Schoenthal, who recruited 34 new members, and the second went to J. Meredith Miller, who secured 23. Honorable mention should be made of the work of Oscar W. Eckland, of the Chicago Team, who brought in 17 new members, and also that of Harry L. Seixas, of the New York Team, who brought in 12. Handsome gold medals mounted on silk watch fobs were provided by the Association for the five members of the winning team.

At a meeting of the Board of Management held on July 11th the following resolutions was ordered spread upon the minutes:

RESOLVED: That we hereby express our admiration for the "Boosters" of the Association who worked so hard and were directly responsible for putting the membership so far beyond the long-coveted 1,000 mark, and we wish to thank them on behalf of the Association and extend to them this expression of our full appaeciation of their splendid work under the leadership of Captain Nixon and Secretary O'Gorman of the Boosters' Committee."

The members whom death has claimed since the last annual meeting are the following: Oscar E. Green, William H. Otten, Geo. C. Tonolla, Sr., Geo W. Booth, William B. Stubbs, Frank A. Leonard, Alven L. Woodruff, Edmund U. Steiner, Henry H. Jennings, Martin J. Adams, Frederick D. Hahn, Sigmund Sternau.

Brotner Green died December 11, 1915, but all the others died within the year, and the $300 benefit was paid promptly in each instance. The claim of Henry Kaus, who died in Austria last year, was also paid through the good offices of Paul A. Straub. The claim of Brother Sternau, who died last week, has been ordered paid, awaiting only the proper proof of death.

At a meeting of the Board of Management held on January 4 Harry T. Thomas was elected territorial vice president at Baltimore in the place of Oscar E. Green, deceased.

At a meeting of the Board held on April 25th a vote of congratulation was extended to President Dithridge by reason of the 1,000 membership mark having been passed that day. At this meetiug also the chair was instructed to appoint a committee of three to inquire into the advisability of increasing the death benefit to $450 as scon as the membership warranted it.

At a Board meeting held on May 2 it was voted to hold a picnic. This picnic was held on Saturday, August 26th, and was a success in every detail, financial included—the committee, through its chairman, John Nixon, turning a surplus into the treasury of $31.28. This committee had evidently made up its collective mind not to be outdone by the banquet committee, which, through its chairman, William S. Pitcairn, had turned into the treasury a surplus of $80.65. The 1916 banquet, by the way, surpassed all its predecessors from every angle.

The reserve fund was increased $1,523.50 during the year by three transfers from the benefit fund—one on January 4th, $457 50, and two on June 27th of $533 each.

The two usual assessments were called during the year—one on January 1st and the other on July 1st. In this connection it will be noted from the small number dropped for non-payment of dues and assessments during the year that collections from these sources were more satisfactory than in any previous year—reflecting undoubtedly the general prosperity which the country is at present enjoying.

At a recent meeting of the Board of Management a new book of membership was ordered printed and sent to the members. This will be ready to be mailed early in January.

Your Board of Management, by the way, has had a busy year, having held no less than nineteen meetings. One meeting had to be adjourned because of lack of a quorum, but in all other instances the members have been most generous of their time in devotion to the Association's interests

The receipts from all sources which have passed through my hands during the year are as follows:

Assessments	$4,264.00
Dues	1,078.00
Initiation Fees	356.00
Banquet Committee	1,265 00
Exchange on country checks	.20
Total	$7,455.38

all of which is in the hands of the treasurer.

I congratulate you on the health and vigor of the Association as it approaches its twenty-sixth birthday. First-President Seixas and the other brave hearts who on the night of January 12th, 1892, met at Schumann & Pidgeon's and organized it, builded better than they knew. I dare say they never expected Necessity's child, for whom they stood sponsor on that night, would have over $16,000 to her credit in the bank when she was twenty-five years old, after having slipped into the hands of widows and orphans over $45,000 in the meantime.

I thank you for your attention, and hope that the prosperity of the Association as well as that of every member may be continued, not only in the new year, but many years beyond.

Respectfully submitted,
J. F. O GORMAN, Secretary.

The treasurer's report, in the absence of that official, was read by Mr. O'Gorman:

TREASURER'S REPORT.

To Balance Jan. 1, 1916		$2,135.58
Cash received from Secretary (dues, assessments)	$5,698.20	
From Dinner Committee	1,265.00	
From Picnic Committee	492.18	
Interest on deposits	31.79	
		7,487.17
		$9,622.75

PAYMENTS.

Death Claims:		
Oscar R. Green	$300	
Henry Kaus	300	
Wm. H. Otten	300	
Geo. C. Tonolla, Sr	300	
Geo. W. Booth	300	
Wm. M. Stubbs	300	
F. A. Leonard	300	
A. E. Woodruff	300	
E. U. Steiner	300	
H. H. Jennings	300	
Martin J. Adams	300	
Fred P. Hahn	300	
		$3,600.00
Transferred to Reserve Fund		1,523.50
Printing, postage, box rent, etc		288.86
Secretary's salary		600.00
Paid on account annual dinner		1,184.35
Loan to Picnic Committee		150.00
Paid on account Picnic		310.00

U. S. Fidelity & Guaranty Co. (bonds of Secy and Treas)	12.50
Exchange on country checks	2.01
Robbins Co., gold fobs	55.00
" " Association buttons	54.34
Porter & Odell, engraving on fobs	14.10
	$7,795.56
Balance in bank	1,827.19
	$9,622 75

RESERVE FUND.

Balance	$12,426.32
Interest	297.11
Transferred from Benefit Fund	1,523.50
	$14,246.93
Brought down from General and Benefit Funds	1,827.19
Total cash in bank	$16,074.12

With best wishes for a Merry Christmas and a Happy New Year to all, I remain,

Yours faithfully,

GEO. HAMILTON, Treasurer.

Vice-president Nixon then announced the following as having been elected: President, J. Duncan Dithridge; vice-president, D. King Irwin; territorial vice-presidents: Wm. C. Lynch, East Liverpool; M. K. Lindner, San Francisco; Oscar W. Eckland, Chicago; A. H. Sharpe, Buffalo; Paul M. Phillips, Boston; A. D. Seeman, Baltimore; J. Guy Hawthorn, Philadelphia; Albert Binswanger, Pittsburgh; A. J. Tourangeau, Montreal; Thos. H. Lohr, St. Louis; Chas. J. Dooley, Cleveland; Leon Neubrik, Detroit; Chas. B. Ott, Wheeling, W. Va.; D. W. Scammell, Trenton; Jeff D. Dobbs, Atlanta, Ga.; Ernest H. Wade, Albany; Wm. Junor, Toronto. Secretary, Joseph F. O'Gorman; treasurer, Geo. Hamilton; directors to serve three years: John Nixon, W. W. Magee, Lee Schoenthal.

L. H. Seixas brought up the question of holding the meeting for nominations in the evening, instead of at noon, and after some discussion it was decided that this meeting had no jurisdiction, as the by-laws provided that such matters were in the hands of the Board of Directors. It was then resolved that the directors be requested to call the next meeting for nominations in the evening, at some place to be designated by them.

It was resolved that the annual dinner be held some time in February, and the following committee was appointed with power: W. S. Pitcairn, chairman, John V. Storck, A. A. Bean, Thos. G. Jones, Fred C. Brey, John Nixon, Lee Schoenthal, A. G. Stier, Harry S. Clarke, D. K. Irwin, J. J. Temple, E. W. Hammond, W. D. Finke and W. H. Schreiber.

John V. Storck and Jos. Schneider were appointed as Auditing Committee.

The secretary was thanked for his efficient service during the year, the trade press was commended for the publicity given the Association, and a vote of thanks was tendered the Crockery Board of Trade for the use of its rooms.

AT CHICAGO.

THE Chicago department stores are doing the biggest holiday business in their history. The china and glass departments are getting their full share of the trade, and it takes a great deal of hustling on the part of employees to keep the tables replenished with goods from the stockroom, so rapidly are the wares being purchased

* *

Howard Fry, of the H. C. Fry Glass Co , Rochester, N. Y., was in the city for several days on business last week.

* *

Last Sunday night robbers broke into the Woolworth store at 214 South State street and got away with $1,000. Two watchmen were chloroformed by the thieves, who then proceeded to crack the safe, and finally got away without being discovered.

* *

Pete Rinkin, buyer of crockery and glassware for the Boston Store, will leave immediately after the first of the year on a trip to the Eastern markets.

* *

Leo Arnstein, who buys glassware for Ed Schuster & Co., Milwaukee, spent a couple of days in the city last week.

* *

W. S. Kelsey, representing the Corning (N. Y.) Glass Co., passed through the city last week. Mr. Kelsey expects to spend the holidays here.

*

B. H. Palmer, of the United States Glass Co.'s traveling force, is now at the Chicago office, having completed his work for the year. He leaves shortly after the first of the year on an extensive road trip through his territory.

* *

W. T. Darden & Co. have completed improvements to the interior of the display room in the Palmer House. Three big clusters of lights from the ceiling and a series of drapes for dinnerware wall racks do much to improve the appearance of the place.

MORE THAN A STOPPER.

A NON-REFILLING device attached to the neck of a bottle is something more than a mere stopper, according to a decision written for the Board of Appraisers by Judge Hay. The Acker, Merrill & Condit Co., this city, protested against the action of the Collector in assessing duty upon whiskey bottles, including a certain device permanently attached to the neck of the bottle, as a part of the bottle, and treating the same as an entirety. The importers had claimed that the device in question should be treated as if it were nothing but a stopper to the bottle, and should be admitted free. The Collector was affirmed.



Satsuma Jar.

At Morimura Bros.

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

The raw material market is most uncertain, and manufacturers do not know from one day to another what their ingredients will cost. For this reason prices are likely to remain unstable. So far as labor is concerned, it seems a settled fact that present conditions are likely to prevail during the remainder of the life of the wage agreement. In this respect the situation is the most favorable that has existed since early last spring. Other obstacles may have to be surmounted by manufacturers before long—all of which will suggest to the buyer to "cover" as early as possible.

* *

The fuel situation is not to be lightly considered. The cold season, should history repeat itself, will cause gas companies to cut off the pottery supply and divert all pressure to private consumers. It is at this point where a loss in firing off kilns would result. Those potteries using coal have already experienced trouble in securing prompt delivery of cars, and have been compelled to pay the outside extreme price to secure temporary requirements.

* *

Can oil be used for kiln-firing? The query has been asked by several in the trade here. It is known that the American Sewer Pipe Co. used a low grade of oil for kiln-firing at its Akron, O., plant some years ago. If a thick vitreous clay product can be fired successfully with oil it may be possible to attain success in a finer ceramic product by the same means. It is worth trying, anyhow.

* *

Shipping of finished products from this pottery district is being seriously interfered with, and no immediate relief is in sight. The Pennsylvania Railroad Co. has at this writing refused to roll bulk cars. In several instances, after cars were packed and doors locked, and where only a few bins had been packed in others, shippers were notified by the railroad to unpack the cars. The railroad representatives were asked, "Who is going to pay for the unloading?" The cars that were loaded and ready for rolling had to be accepted by the carrier, but trouble was experienced in securing others.

* *

Higher prices now being paid for domestic pottery by the five and ten cent syndicates has caused the Kress interests to add "25 cents" to their features. By this plan it is possible for these stores to add a longer line of domestic pottery than formerly carried. The new Kress store opened at Tampa, Fla , a fortnight ago, news of which has just been received here, is known as the "5-10-25 store."

* *

President Homer J. Taylor, of the Knowles, Taylor & Knowles Pottery Co., announced positively this week that their new office and sample room building would be occupied within ten days. The present sample room will be converted into a decorating shop, which will greatly increase the capacity of that department. Additional decorating kiln capacity has been provided for also.

* *

Contracts were awarded here a few days ago by John Lasalle, acting for the Roodhouse (Ill.) Pottery Co., for the erection of three kilns at that plant immediately. The new concern will take over the cooking ware plant there and will convert it into a white ware pottery. Mr. Lasalle was until recently engaged in the pottery and glass decorating business in Pittsburgh. It is possible that the manufacturing of ware will start within the next six weeks.

* *

The cold snap of December 13-14 started gas shortage. Pottery manufacturers were notified on the 13th not to light additional kilns for two days. Continued cold weather delayed additional firing.

* *

As an illustration of how raw materials are advancing, one manufacturer has to pay over $1,000 above his contract for American acid for the coming year. In 1915 he contracted on a basis of 11 to 12 cents, and this month he paid 16 to 18 cents. All quotations on Italian acid are withdrawn, and what little is available is said

to be at an almost prohibitive price. Further advances in other raw materials are looked for January 1.

* *

Buyers visiting the district of late were Messrs. Deubert and Smith, for Montgomery, Ward & Co., Chicago; Joseph Watte, for Butler Bros., New York; John L. Pasmantier, for Samuel Zuckerman, New York; M. Leff, for Mutual Crockery Co., New York; Paul Beck, for Baltimore Bargain House, Baltimore; Mr. Warner, for Erie (Pa.) Dry Goods Co.

* *

While no direct information is obtainable at this time, it would be no surprise to learn soon of another advance of not less than 5 per cent in selling lists. This would mean 25 per cent to the base of invoices. At present 20 per cent is being added.

* *

The holiday respite in the potteries of this district will be very brief, the plants expecting to be idle on Christmas and New Year's Day only. One plant, it is said, will operate even on New Year's Day.

* *

In addition to advanced freight rates and war risks, buyers of English clays here now have an extra $5 added to invoices. This material was formerly desirable as ballast.

* *

A small rubber stamp containing two letters, "P P," is now in general use in almost all potteries when new orders are received. The letters stand for "Prevailing Price" at time of shipment.

* *

One concern here this week turned down a carload order for plates and teas.

*

Lawrence McVay, who for the past three years has been in the office of the E. M. Knowles China Co., Newell, W. Va., has resigned to accept a similar position with the Trenle China Co.

BRAZIL TRADE THREATENED.

THE permanency of trade relations between the United States and Brazil is threatened unless American manufacturers mend their ways, according to a report from Consul General A. L. M. Gottschalk at Rio de Janeiro to the Bureau of Foreign and Domestic Commerce. The report deals principally with complaints of Brazilian importers, and says:

"Briefly summarized, the objections are that the American supply house is usually exigent in matters of credit—far more so than exporters from any other country; that it exercises less care in filling orders than is used by French, Italian or German houses; and that it very often lacks candor and what is known in the Latin languages as 'seriousness' in entering into engagements or in keeping its promises."

The report cites a case of a firm that furnished excellent references and, after a wait, was advised by its American correspondent "after all we have decided that we do not find it quite possible to extend our trade to Brazil." It cites other instances of curtness in letter writing and others where specifications have been ignored, shipping instructions disobeyed and prices varied without fair notification to the customer. In some cases, says the report, goods have been shipped far into the interior without examination, only to have the eventual purchaser discover that he has been sent something he didn't order or something he can't afford to sell at an unexpected price.

TWENTIETH-CENTURY RETAILING.

MODERN merchandising is not simply a matter of supplying attractive merchandise at prices that allure customers, but comprises a thousand and one things to combat competition. Particularly is this the case in the larger cities. The following, clipped from the advertisement of one of New York's prominent establishments, will give the reader an idea of the length to which these stores go in the endeavor to please:

"Give us the names and addresses of friends or relatives to whom you wish to give presents, but are not sure of the gifts they would most prefer. We then write and ask them for this information, keeping your name secret. Upon receipt of their answer we notify you that the information may be obtained at the Gift-Plan Bureau."

This is only one instance of the trouble and expenditure of money necessary to keep old customers and make new ones in the city's big department stores. There are hundreds of other conveniences provided that would not have been thought of by the merchant of even ten years ago.

HOLIDAY BUSINESS BOOMING.

A TRIP through the Middle West from which Justin Tharaud returned last Saturday gave him the opportunity of confirming the reports of the unusual holiday business the stores are doing throughout the country. He was greatly impressed by the phenomenal crowds that swarmed the stores in the principal cities as far as Chicago, the volume of business being so great that the delivery departments in all of the larger establishments are choked with goods, and it is a serious problem with them how to get them out before Christmas. This condition had reached such a stage in one of the stores in Cleveland that it issued an order for the discontinuance of all advertisements in the daily papers until after the holidays.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

Before there is any change for the better, traffic managers of the large glass manufacturing companies look for worse conditions to prevail with reference to freight embargoes. The managers, who speak of cold, unvarnished facts only, believe that at present the railroads have things all their own way. It is pointed out that the consignee is required to unload his cars within forty-eight hours after arrival or pay demurrage and storage charges per diem thereafter. Recently it required fifty-eight days for a shipment of ware from an Ohio plant to reach a dealer in Connecticut. The consignee could not recover damages from the railroad, notwithstanding the fact that the entire carload of merchandise could have been sold twice over in the meantime.

How much business will be booked during the January glass exposition? The query is being asked by both salesmen and manufacturers. Buyers have been coming into the market with marked regularity during the past two months, and have not only sought merchandise for immediate requirements, but placed business for 1917 delivery. Just how much more they will be able to order next month perhaps they do not know themselves. The heavy buying at retail for the holiday season is bound to deplete stocks as never before, and this would presage liberal orders for the future.

Among the resident agents visiting the district within the past few days were Thos. G. Jones, of New York, representing the McKee Glass Co., and Walter Andrews, of Chicago, representing the Monongah, Co-Operative, and Duncan & Miller Glass Co.

A. R. Leazure, factory manager of the Gas City, Ind., plant of the United States Glass Co., and S. R. Frazier, Jr., of the Tiffin, O., factory of the same company, were at the home office on a business mission recently.

Glass manufacturers have been more fortunate during the past year, so far as labor troubles are concerned, than the potters. There was only one instance where there was a violation of contract, and this trouble did not last long.

Credit for the clever arrangement of samples in the main display room of the United States Glass Co. is due Miss Emma Sherron, whose artistic planning has made the room one to be admired.

Charles Rockhill has succeeded Jule Braun as manager of sales for the New Martinsville Glass and Mfg. Co.

Mr. Diehl, buyer of cut glass for Geo. Borgfeldt & Co., New York, has been in the market placing orders for immediate and future delivery.

Those glass factories which are equipped with oil burning appliances are experiencing little, if any, difficulty in operating furnaces, notwithstanding the fact that the supply of gas has been curtailed. Just as soon as manufacturers are notified they will only be allowed a certain volume of gas the oil is brought into use. The latter is far more costly than gas as a fuel, but the factory is kept in operation.

President M. G. Bryce, of the United States Glass Co., has returned from Atlantic City, after a visit to Mrs. Bryce, who is at the shore for the benefit of her health.

Bottle manufacturers in this district were asked to bid on the filling of an order for 47,555 gross a few days ago.

Glass factories in Grafton, Clarksburg, Wheeling, Bellaire, Lancaster and Columbus suffered because of a gas shortage during the past ten days. In West Virginia the supply was cut to one-third of the usual supply.

Directors of the Owens Bottle Machine Co., at a meeting at Toledo, O., authorized the American Bottle Co., of Newark, O., a subsidiary corporation, to pro-

ceed with the erection of a new glass plant at Charleston, W. Va., at an approximate cost of $2,000,000. Bottles for the parent company will be made in the new factory.

Only one brief address will be made at the annual gathering of the Western Glass and Pottery Association on the evening of January 9. This will be made by President Robert G. West. A quartette will sing between the dancing numbers.

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 19, 1916.

BORDEAUX

160	packages	chinaware	Haviland & Co
3	"	"	London Crockery Co
42	"	"	Wm Guerin & Co
11	"	"	Burley & Tyrrell Co
15	"	"	J H Venon
6	"	"	Gimbel Bros
128	"	"	Theodore Haviland & Co
7	"	"	Alpers & Mott
6	"	"	Murray Kay
3	"	"	Aitken Son & Co
18	"	"	Justin Tharaud
46	"	"	Herman C Kupper
22	"	"	A G Moment
30	"	"	L Straus & Sons
22	"	"	Vogt & Dose
20	"	"	L Bernardaud & Co
3	"	"	J Wanamaker
18	"	"	L E Bohm
2	"	"	Sterting Bronze Co
16	"	"	Lenham & Moore
129	"	"	Haviland & Abbot Co
1	"	toys	Adams Express Co

LIVERPOOL

23	packages	earthenware	Meakin & Ridgway
8	"	"	L A Consmiller
8	"	"	Butler Bros
6	"	"	Dowring's Foreign Express
27	"	"	Maddock & Miller
8	"	"	Davis Collamore & Co
9	"	"	E Boote
3	"	"	Geo Borgfeldt & Co
37	"	"	W S Pitcairn
37	"	glassware	T W Morris & Co
4	"	chniaware	Rowland & Marsellus Co
18	"	"	H C Edmiston
17	"	"	E Boote
6	"	"	W H Plummer & Co
14	"	"	Meakin & Ridgway
11	"	"	T S Todd & Co
11	"	"	J Davison

HAVRE

90	packages	glassware	Meyer & Lange

LA PALLICE

74	packages	chinaware	Theo Haviland & Co
32	"	"	Wm Guerin & Co
5	"	"	J Wanamaker
9	"	"	Justin Tharaud
10	"	"	L Bernardaud & Co
27	"	"	Herman C Kupper
200	"	"	Haviland & Co

BARCELONA

2	packages	glassware	D C T Dievots
1	"	"	Gallagher & Ascher

ROTTERDAM

18	package	chinaware	Basket Importing Co
2	"	"	E Torlotting
221	"	"	Graham & Zenger

GENOA

52	packages	chinaware	Bazar, Digti & Albati

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

76	packages	earthenware	Jones, McDuffee & Stratton Co
153	"	"	Mitchell, Woodbury Co
17	"	"	American Express Co
13	"	"	Rowland & Marsellus Co
1	"	"	Charles R Lynde
96	"	"	R F Downing & Co
10	"	"	Stone & Downer Co
20	"	"	Miscellaneous Orders

OUR COVER DESIGN.

THE modernization of Japanese art is well exemplified in our cover design, for which we are indebted to the genius of Mr. Tadawa Wake. Richness and simplicity, daring color contrast and harmony, wealth of pattern and absence of unnecessary detail, all combine to render it a striking specimen of the adaptability of the Japanese artist to the needs of the time.

BUSINESS BRIEFS.

Victor Brisbois, formerly of Becker & Boisbois, cut glass manufacturers, Brooklyn, has established a factoy of his own at 72 Grand avenue, Brooklyn.

The address of Frederick Skelton, who represents the Jefferson Glass Co. in New York, has been changed since the advertisement of the concern in this issue was printed. He is now at 200 Fifth avenue.

All the creditors of the late Henry Endemann who proved their claims have received payment in full, and there is a balance of $2,500 for the heirs. He was heavily insured, and had taken care that all the premiums were paid.

On Tuesday of last week the employees of Wm. Laubach & Sons' department store, Easton, Pa., were called together by the firm and told that $3,000 of the year's profits had been set aside to be distributed among them, each one receiving a share based upon length of service. George A. Laubach, on behalf of the firm, said: "In future, if circumstances permit, a further distribution will be made according to our earnings."

New Designs, both in Shapes and Patterns, are now ready at the showrooms of

John Davison, Inc.

WHO IS SOLE AGENT FOR

The Coalport China Co., Ltd.,
Geo. Jones & Sons, Ltd.,
F. Winkle & Co., Ltd.,
Adderley's, Ltd.,
W. Moorcroft, Ltd.,
Stevens & Williams, Ltd.,
"Rock Crystal."

All makers in the front rank of English productions.

No. 14 Barclay Street, New York City.

Pope-Gosser Dinner Ware

OCCUPIES

A TRADE PLACE

of its own without a competitor. The MERCHANT can make his own PRICE, being assured that the merchandise justifies a generous profit.

THE

POPE-GOSSER CHINA CO.

Coshocton, Ohio.

. . . . THE . . . .

West End Pottery Co.,

East Liverpool, Ohio,

MANUFACTURERS OF

Semi-Porcelain and White Granite,

DECORATED AND PLAIN WHITE,

Dinner Ware, **Hotel Ware,**

Toilet Ware, **Specialties.**

During January our entire line will be shown at Room 776, Fort Pitt Hotel, Pittsburgh, Pa., in charge of Jos. P. Curry.

Permanent showrooms at factory, East Liverpool, Ohio.

Orders are pouring in!

PYREX Transparent Oven-Ware

TRADE MARK REG.

Has the name on every piece

is a trade sensation!!

This wonderful transparent material has opened an absolutely new field. Leading dealers everywhere have recognized what Pyrex means to women—and what it means to *business.*

It sells, sells quickly, and repeats—for women have long wanted a better baking ware and *Pyrex* gives unqualified satisfaction.

As a selling proposition *Pyrex* is a sensation, with the merit to *keep growing.*

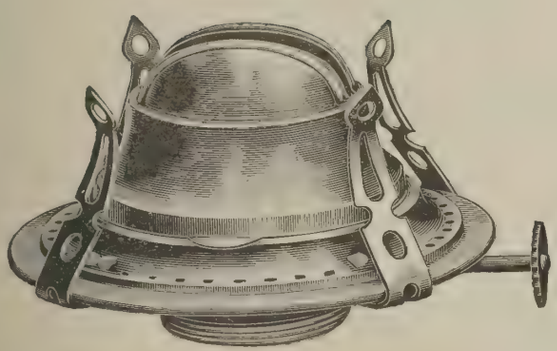
Our fall advertising campaign is in full swing in September, October, November and December magazines. See September, October, December Good Housekeeping; the Saturday Evening Post; October, November, December Ladies' Home Journal, National Geographic, Vogue, Harper's Bazar, American Cookery, Journal of Home Economics, Modern Hospital, Caterer and many others.

Pyrex business is booming. Are you in on it?

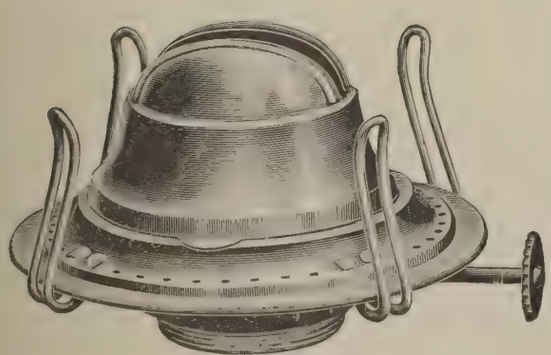
Pyrex Sales Division, CORNING GLASS WORKS
Established 1868
104 Tioga Ave. Corning, N. Y., U. S. A.











Wheeling Stamping Company

Wheeling, W. Va.,

MANUFACTURERS OF

Lamp Burners
Sad Iron Handles
Lanterns
Screw Tops for Bottles
Tin and Lead Collapsible Tubes

We make a larger variety of cheap, medium and high grade burners than any other manufacturer in this country.

The combustion of our burners is perfect, insuring a large, white, brilliant light.

In appearance our burners are neat and compact. They are also strong, rigid and well made.

We have added new No. 1, No. 2 and No. 3 burners to our line.

Established 1857. Incorporated 1896.

The Vodrey Pottery Co.,

Makers of the best

White Granite and Semi-Porcelain,

Plain and Decorated.

East Liverpool, Ohio.

New shapes and decorations for 1917. Advance samples now ready. Call and inspect our lines when visiting the market. It will pay you.

MAYER CHINA

Vitrified Hotel Ware.

ROUND EDGE. ═══ THICK.

SPECIAL DECORATIONS

IN

LINES. ART NOUVEAU DESIGNS. PRINTS.

FOR

HOTELS,
RESTAURANTS,
CLUBS,
STEAMSHIPS,
RAILROADS.

THE WARE THAT HAS STOOD THE TEST OF TIME.

THE MAYER CHINA CO.,

BEAVER FALLS, PA.

Mr. Arthur E. Mayer will be in Room 710, Fort Pitt Hotel, Pittsburgh, during January.

K.T.&K.
S——V
CHINA.

FACTORY AND OFFICE:

EAST LIVERPOOL, OHIO.

New York Representative:
E. W. HAMMOND CO.,
23 West Twenty-third Street.

San Francisco Representative:
HIMMELSTERN BROS.,
718 Mission Street.

The War's Influence in Toyland.

THE war has caused many queer changes in the world's trade currents. Japan making baseballs and shipping them here for American boys to to play with is one manifestation of this. And America sending over dolls to France, once the home of beautiful dolls, is another.

The capital of toyland has shifted. It used to be in Germany. Just now perhaps it is in the neighborhood of New York. Tomorrow it may be in Japan, says the New York "Sun." In the land of the Mikado they are now turning out figures of old Santa Claus himself for America's next Christmas. Santa Claus not with slant eyes and Oriental features, but with the same old German cast of countenance that children here know so well. The Japanese are wonderful imitators.

In the struggle for supremacy in toyland the Japanese have a great advantage in their cheap labor. But this country, on the other hand, has on its side a mechanical ingenuity that is the marvel of the world. Today in toymaking the Americans are pitting this mechanical ingenuity against the cheap labor of the Japs and they think they are going to win. But, as Santa Claus found out this spring, it is just at present a battle royal between the toymakers of the two countries to see who will get the millions that jingle sweetly in the purse of Santa Claus each spring when he starts on his shopping tour for the boys and girls.

This business of filling his Christmas pack of toys is a tremendous one. Before the war the Germans had the biggest part of it. In 1913 Germany exported $24,000,000 of toys, $7,700,000 coming to this country alone. America has been making toys too, but in the year before the war her toy exports amounted only to $13,350.

Workmanship and originality count heavily when it comes to purveying to Santa Claus. He is a discriminating shopper and the Germans have been able heretofore to satisfy his demands as no other nation. For example, nobody has ever been able to make stuffed animals and stuffed dolls like the Germans. And no one but the German toymaker has been able until now to make the multitude of things that give the Christmas tree its glitter and its glory. And as for lead soldiers—who wouldn't expect the Germans to make them!

Then all the things that the children can wind up and make go have been German, too—that is, the best of them. Americans, it is true, have been trying to compete with these German mechanical toys in recent years, but have turned out few in comparison with the Germans. In structural and building toys, however, America, even before the war, secured first place, and in the last few years embryo engineers all over the world have been building bridges and skyscrapers with miniature T beams "made in America."

But it is not these big toys that make a Christmas half so much as it is the thousand and one small novelties which Germany has excelled in. Go in any toy store at Christmas time and it will be found that the real Christmas atmosphere comes from the animals, the dolls, the jacks-in-boxes, the funny masks and weird little novelties with which the store abounds, all of them the product of the toymakers of Germany.

When the war laid its paralyzing hand upon Germany's foreign trade and the Allies decreed economic isolation for the Teutons toys were not excepted. One effect of the British orders in council was to tie up in the port of Amsterdam last year over $2,000,000 worth of German toys which had been purchased in 1914 by American buyers. It was only after seemingly endless negotiations and vexatious delays that Ambassador Page succeeded in getting these toys released just in time for the Christmas trade. They were the last toys to come from Germany.

The blockade, so rigidly enforced by British warships, ever since the war began, made it of course next to useless for Americans to attend this spring the great toy fairs at Nuremberg, Leipsic and other places at which they had been accustomed to replenish their stocks. These toy fairs have been a great German institution. The buyer for one New York house, for example, has been spending upward of $500,000 every year at these German toy fairs, placing orders for dolls alone amounting to $300,000. The orders of American houses have meant prosperity for many families of toymakers scattered through Thuringia and Saxony.

It was when access to these toy marts was cut off by the war and many of the German toymakers had been turned into soldiers that toyland was threatened with the worst tieup it had ever known. Then the American and Japanese manufacturers started to serve Santa Claus, caught in this dilemma. American manufacturers invited him this spring to a New York toy fair that was such a good imitation of the German institution that he began spending his money right and left, buying things for his pack that he never dreamed he could get anywhere outside of Germany.

It took three New York hotels to accommodate this year's American toy fair. It began in February and it lasted through March. In one hotel alone three floors were devoted to it. And a lot of the things

displayed at this fair represented for America brand new industries.

Take Christmas tree ornaments for example. Even the cheapest had been coming from Germany. They were made by hand, and some families in Germany had been doing this work for generations. Nobody had ever thought of competing with the Germans in making these red and blue and green glass globes and those strings of glass beads so essential to the Christmas tree.

Over in the Brownsville section of Brooklyn a man who had been working in a couple of rooms, employing two or three girls to make imitation jewelry, became suddenly aware of the prospective plight of this year's Christmas trees. He didn't know one thing about the business of making ornaments. But nevertheless he determined to make a try somehow for the fortune that he knew was waiting for the man who could supply the deficiency in these things which the war had brought about.

He set about advertising in every German paper for somebody who had had experience in making such ornaments. At first he got no response. But just as he was about to give it up, a family of three—father, mother and daughter—turned up. They had been marooned over here and wanted something to do. They had done this work in Germany and were experts at it.

They went to work and began teaching others. Today the man who stopped making imitation jewelry to make Christmas tree things occupies 24,000 feet of floor space in two factories in East New York. At the toy fair he sold his entire product for $180,000.

The monopoly the Germans have had in Christmas tree things in late years they have also enjoyed in the finer kind of dolls. They used to be called French dolls, those creatures with delicately tinted cheeks and wonderful wavy hair that little girls went crazy over. The French made them originally and that is how they got their name, but for some years now the toy buyers have been going exclusively to Germany for this grande dame of the doll world. In 1913 this country bought $5,900,000 of German dolls.

Since the Germans got this trade away from the French they have been turning out dolls that have defied imitation by other countries. Perhaps they are still going to Scandinavian children, and even to little girls in Bulgaria and Turkey, but they are not going to the children of the Allies, nor to those in neutral countries, shut off by the blockade. It is almost a year since any crossed the ocean to this country.

Of course, a Christmas without these dolls would be out of the question. Santa Claus wouldn't hear of it. So at his order factories have been springing up in New England and around New York, even in Canada, factories in which they are now trying hard to imitate the German dolls. But in the meantime America has come to the rescue with a doll of its own—the indestructible doll, which has already gone all over the world.

This indestructible doll—the American doll it is already called in toyland—is, strictly speaking, not a war baby. It was born some years before the conflict began and was already a favorite before children had to forego their desire for the imported German dolls with the flaxen locks and soulful eyes.

A poor workman in Warsaw is said to have got the idea of the indestructible doll. It is made by mixing a dozen or more ingredients together, glycerine and glue being the principal ones. This composition is poured into moulds and allowed to harden. It is then almost unbreakable.

The faces being easily formed in this way, it is possible to give these dolls almost any desired expression. One large manufacturer in Brownsville is paying artists $50 for each design from which the moulds are made. Beautiful coloring effects are also possible.

The man who invented this doll could not get anybody to take it up in Warsaw. He had just enough money to get to this country, and at first over here nobody could see much in his process. That was six years ago. He died disappointed and his widow afterward sold his invention for $1,000. In several factories in Brooklyn they are turning out hundreds of these dolls a day now. It has given employment to hundreds of girls in the East New York section, who are engaged in costuming the dolls, many making as much as $3 a day.

Tinsel has been a German and a French product. The German supply is inaccessible and the French are making war munitions. So in tenements one can see many tinsel makers at work, turning out a really American product which will decorate many Christmas trees.

Of course, the stuffed animal trade is booming, for here some Americans had a start even before the war came on. There will be no dearth of Teddy Bears. If America can't supply all that will be required, the Japanese will. Cases and cases of them are now coming on every ship from Japan. A manufacturer in Manhattan was turning out about fifty a day before the war. Since the toy fairs were held he has increased his output to 500 a day.

Another new industry which the war has started up in America's toyland is that of turning out noise-making toys. Americans have never bothered before with trying to make the toys that make children jump and scream with delight, jacks in boxes and all kinds of things on springs that speak and pop when one touches a button.

They have all been German. In the summer and early fall the Germans have shipped them here by thousands. But at the toy fair in March one American firm filled a room with such toys as these, not made in Germany, but in East New York. They had

to stop taking orders before the fair was half over. Twenty-three buyers from France and England came over for this fair and they grabbed at these American made German toys for delivery in the fall and even next year. Hence, English and French children won't go toyless because of the war; not if America knows it.

This American toy fair demonstrated how eagerly the American manufacturer had accepted the opportunity to enlarge his contribution to Santa Claus's pack and to substitute his wares for the German ones. But even with toy factories springing up over night in Brooklyn and with Santa Claus's American workshop operated to capacity there still hangs something like a cloud over America's bit of toyland. It is the fear of the Japanese invasion.

It is not altogether an unreasonable fear, as one who takes a trip through toyland quickly observes. For in the large Oriental importing houses counter after counter and room after room is now filled with samples of Japanese made German toys.

Almost every toy that Germany ever made is there. There are dolls and trains and tea sets, there are toy automobiles, garden sets and all kinds of animals, stuffed and wooden. Looked at from a distance they seem a perfect imitation of the German toys. Close at hand they are found to be much cheaper and less durable in every way.

Here is where the Japanese is a success. He is not an originator; he is a cheap imitator. In this matter of toys he has imitated so well that his toys have the German look, his trains are imitation German trains. Toy soldiers are among the few things he has cast in a truly Oriental mould. American boys next year will be playing, not with the Kaiser's helmeted men, but with the slant-eyed troops of the Mikado marching beneath the banner of Nippon.

The Japanese never made many of these toys before the war, but the moment Germany's blockade was decreed by the Allied Powers, they started in deliberately to try to be the world's toymakers, realizing full well that their chief competitors would be the Americans. The Government has even made loans to enable toy manufacturers to buy proper machinery. The banks throughout Japan are advancing money on all export orders and allowing the toymakers to pay up when the money comes from abroad. The whole nation seems to be behind the toymakers of Japan in their struggle to get this prize away from the shut-in Germans and keep it when peace once more shall sweep away the barriers to trade.

Here is an indication of how well the Japanese are succeeding. Early this year a big Chicago toy distributing house, having made a careful study of the situation both here and in Japan, sent two carloads of American and German toys over to Japan as samples to be copied. This consignment included almost every kind of toy that children play with, with the single exception of the fine china and indestructible dolls. The Japanese manufacturers are under promise to have their orders filled from these samples, ready for delivery here before the Christmas trade starts. Besides toys these orders included cheap sporting goods, like baseballs and tennis racquets.

And there is still another thing to show how far the Japs have succeeded in their ambition to supplant the German toy makers: Many of the toy buyers for the big jobbing houses, the men who in years past have been accustomed to spend several months in Germany buying all kinds of toys, have already made their plans to sail for Japan just as soon as the Christmas trade is off their hands. They expect to place large orders with the Japanese toy manufacturers, provided they can be assured of proper shipping facilities.

There is an enormous demand in this country for cheap toys. The increasing number of five and ten cent stores is the chief reason for this. And with all their activity, American manufacturers are not turning out anything like enough toys to supply the demand.

Japanese agents sent over here to examine the situation have sent back word that there is a splendid market here for cheap toys, and the Japanese manufacturers are straining every nerve to capture it. Though they have been at it only a comparatively short time, today there is scarcely a German toy of any kind that has not been copied and is being made in Japan. This is true, too, of some peculiarly American goods. Take baseballs. With their cheap labor and materials, the Japanese have been able to make up a baseball that will sell over here for five cents. They are underselling American manufacturers on this. The same thing applies to tennis racquets. They make a cheap tennis racquet which looks exceedingly well and will undoubtedly be sold in tremendous quantities.

When it comes to expensive goods, carrying with them durability, the Japanese are not there. They are shrewd enough not to try to make these goods anyway. Nevertheless, as the demand for the cheaper toys—the kind one sees in the five- ten and twenty-five cent stores—is far ahead of that for the more expensive toys, the business the Japanese are developing has fairly got the toy trade standing on its head.

The Japanese for one thing feel that they are the natural heirs of the Germans in this business of supplying America with toys. In the year before the war this country imported from Japan $400,000 in toys and Christmas novelties. That was more than came from any other country save Germany. But these toys were more distinctly Japanese than the toys that are coming now from Japan. It has been only since the war started that the Japanese have applied themselves to copying virtually everything in the toy line the Germans have been making.



KNEADING THE CLAY.



BRICKING UP THE KILN.

DURANT POTTERY.

NESTLING in a quiet valley, far away from the hurry and bustle of city life, away even from the stir of small towns, lies a quaint pottery that is little known. If one should be transported to Bedford Village, N. Y., on Alladin's magic carpet, or the modern substitute, an aeroplane, and dropped to earth with no knowledge of his geographical location, one could easily believe he was in some remote corner of Europe in the earlier centuries. This delusion would be strengthened as one took in the details—the picturesque mill-pond with its small waterfall, the pottery drying in the sun, and the foreign workmen in simple garments moving quietly to and fro. When one is permitted to wander through the various buildings and marvel at the work, one discovers that such modern helpers as electricity and kerosene furnaces are used. Yet much of the work is done in the same fashion as the Egyptians worked in the time of the Pharaohs.

There have been machines devised, much on the principle of a bread-mixer, for the purpose of kneading the clay, but the results are no better than when primitive methods are used. Here the clay is worked into condition by the feet of one of the workmen. This part of the process is most important, as one bit of rock or coarse sand will make an imperfection in the finished article and necessitate the work being done over.

There are two methods of shaping the articles—one in molds and the second on a wheel. The latter method permits the artist to make each piece unique and gives him an opportunity to use all his artistic ability. Indeed, the man who stands beside the small revolving wheel and shapes a vase that is to appeal to the beauty-lovers of the country must not only be a clever artisan, but a true artist.

When the vase or other article has assumed the shape desired it is allowed to dry. Then it receives a very careful examination and any retouching necessary. The oven or kiln is carefully heated to the temperature that experience has shown to be best. The articles are placed within, and the opening closed with bricks and cement. There is, however, a small opening filled with a plug, and when a few hours have passed the head potter removes the plug and peeps within. He must know that all is well. At length the baking and cooling processes are over, and the bricks are removed from the door. It is an anxious moment. Are the articles perfect, or must they be laboriously made over?

Even when they pass the critical examination of the potter they are not finished. They are only ready for the glazing process which makes them resemble the finest porcelain. The larger pieces are dipped into the glazing solution, while over the smaller ones the solu-



THROWING.



POTTERY DRYING IN THE SUN OUTSIDE THE KILN-HOUSE.



ASCERTAINING IF HEAT CONDITIONS ARE CORRECT.



TABLE SERVICE ORDERED BY MRS. WM. K. VANDERBILT, JR.

tion is poured. Here, again, much skill is necessary to ensure a thin, even coating. In the composition of this glazing material lies the great secret of this successful pottery.

The beautiful finish, combined with the artisiic forms, has brought the work of the pottery to the attention of many wealthy beauty-lovers. While we lingered, marveled and admired, a table service ordered by Mrs. W. K. Vanderbilt, jr., was sent out for a last examination by the presiding genius and owner of the kilns—Mrs. Jeanne Rice. It was fit to be used by any of the world's sovereigns.



DIPPING.



LOOKING FOR POSSIBLE IMPERFECTIONS.

APPEARANCE COUNTS IN THE STORE.

PERSONAL appearance is a large factor in the success or failure of a man or woman behind the counter, or in any walk of life.

A man with a pleasing countenance will win friends who will force business upon him. A handsome woman always has a crowd of admirers about her.

The man or woman who is physically well developed has the undersized mortal handicapped to a finish; and yet—

The young giant, physically perfect, but without taste, has no chance in the race of life with the pigmy who knows how to dress well.

Physical development is only the starting point. A large man will command attention anywhere; so will a large building. A small man, neatly dressed, cleanly and wholesome in appearance, will not only command attention, but create admiration. The dapper, neat, spruce appearing mani s always singled out from a crowd, as much as the physical giant. Far from being at a disadvantage, he can meet his competitors on equal terms.

Physical perfection is to be desired, and to be striven for, by all men and women. All cannot be physically perfect, nor need those who cannot appear insignificant. Careful training will develop the body of the weakling to a degree of strength sufficient to offset any appearance of inferiorty.

Far too few men and women in this fast age give the development of their bodies sufficient attention. We are so busy in the mad scramble for dollars that we neglect the body and give the matter of appearance secondary consideration, when as a matter of business precaution we should make that of primary importance.

Physical appearance counts in making business, and physical endurance is necessary to carry out the business the former brings.

Physical adornment may be carried to extremes, and is by the weak-minded and vain. Vanity causess many to carry things to extremes. They pay so much attention to personal adornment that they are hampered for time and inclination for other things, among them success in life and business.

We advise no man or woman to become a "fop"

or a "fright" by dressing beyond the limit of good taste, but we do urge that proper attention be given to personal appearance and to the matter of dress. "The apparel oft proclaims the man." Show your good taste in dress and you say to the world, "I have good taste in all things."

The clerk, the merchant, the parcel boy even, have constant examples of good taste in dress and in manners before them. They can pick out the man who is doing business and the one who is not. Let these for a few days analyze the traveling salesmen who call. There will be all kinds and conditions of men among them. Those who are "good to look upon" it will be found are doing the business. The slovenly in dress will likely be so in other matters. The uncleanly in dress will be so in all things.

Not only does a good personal appearance appeal to others, but it has the effect of giving the one conscious of such possession an unbounded confidence in himself. If he knows himself to be faultlessly dressed, absolutely clean and wholesome, he has no fear when standing among the greatest of earth. He is conscious of the fact that he may do so without shame or humiliation.

The man who is conscious of any defect in his appearance, speech or manners is always dreading exposure that will be humiliating to himself and perhaps to others. He is too busy safeguarding himself from the expected exposure to be at his best as a salesman or business man.

If a good personal appearance was not largely a matter of cultivation it would be unseemly, if not cruel, to enlarge upon this matter. But in the very fact every man or woman has his or her appearance in his or her own hands. The human being can make himself pleasing, despite the fearful handicap some of them have thrust upon them at birth.

It is said that the reason why actresses, as a class, are more beautiful than any other group of women is because they cultivate and develop beauty above all things. They study their deficiencies and how to overcome and hide them. They search out their pleasing points and develop them. They look well after their health, their habits, their diversions. They give much time to physical culture and bodily development. Above all, they contemplate the effects of colors and styles and avoid all those unbecoming to them. In some such manner must the young man in business regard his appearance if he wills to succeed.

Not only in the matter of dress should the ambitious man be careful, but he should look after his health, which to a large extent is as important to his appearance as his dress. He cannot expect to keep looking well and pleasing if he dissipates after hours, if he indulges to excess in any form of pleasure. These tell upon the face long before the excesses caused by work. A sallow complexion, a blotched face a reddened nose, bleary eyes and a tainted breath will proclaim the weakling anywhere.

Given health, any young man ought to be able to make himself presentable. His clothes may not be expensive, but if he knows how to wear them he gives them a diginity far beyond that of the most costly tailored raiment upon the slovenly inclined. Clothes that are well brushed and pressed, linen that is faultlessly clean, will "proclaim the man."

One's personal appearance, no matter how expensively adorned, can never be pleasing if there is a "three days' growth of beard" on the face. The face should be clean shaven if it has to be shaved every day, the hair should be properly trimmed, the nails kept clean and not too highly polished.

If we have shown that the personal appearance of the man or woman in the store is of importance, of how much more importance is the appearance of the store itself.

Read over the first few paragraphs again and apply all these to the store as well as to self. Take a good walk around and ask the question, "Is this as pleasing as I can afford to make it?"

"Are the windows as attractive as they can be made with the means at hand? Do I begrudge a little time and money for display fixtures and accessories in the window? Do I turn off the lights before I should? Would a fresh coat of paint make the store front more attractive?" Go around asking questions like this, and answer them truthfully, whether you have to convict yourself of shortsightedness or not.

The front and windows of the store have more to do with attracting trade than its interior, or any other force which brings business to the store. A neglect in this matter is of more serious consequence than neglect in other matters.

The interior of the store should be pleasant. The store that gives the customer a feeling of "at homeness" as soon as she enters gets her business. It must be conveniently arranged so that time is conserved and efficiency manifest. It must be properly lighted so that there are no dark corners to cause the customers to make mistakes. And, finally, the clerks must be pleasant and pleasing in personal appearance.

WHY THIN GLASS BEST RESISTS HEAT.

YOU have learned by experience that cold water will crack a hot glass, or hot water a cold glass. But did you know that a thick glass will crack much more readily under such treatment than a thin glass? When hot water strikes cold glass, for example, the heat of the water is quickly communicated to the surface next it, causing the glass to expand. If the glass is thin the heat is quickly communicated to both sides of the glass, so that they expand together without damage. But if the glass is thick the heat is slow in getting through, and the side next the hot water expands so much more rapidly than the other side that the glass is cracked.

OUR

Zenith Pattern.

Unique and Original.



Butterfly, Flowers and Leaves are brightly polished and set off on a silver gray panel.

THE

Pioneer Cut Glass Co.,

MANUFACTURERS,

Carbondale, Penna.

PREPARED FOR 1917.

Four Complete Patterns—with Originality as our Watchword.

Cuttings on the best grade blanks. Workmanship of the highest class. Prices low enough to enable you to retail the line at popular prices. When placed in your department it will bring you steady and profitable sales and a satisfied clientele. It will bring us many duplicate orders.



OUR BUTTERFLY PATTERN.

Complete line can be seen at the showroom of

THE H. KASHINS CO.,

REPRESENTATIVES,

23 West Twenty-third Street,

NEW YORK.

Or at the factory, located sixteen miles north of Scranton.

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OUR IVY PATTERN.

THE

Federal Glass Company

COLUMBUS, OHIO.

WE will not be represented at the annual exhibit in Pittsburgh during January; so desire to inform our friends, through the medium of this paper, that we have materially increased our line during the past year.

We can now offer you finished and unfinished tableware, family-style jellies, tumbler-shape jellies and iced teas, hotel tumblers, sodas, beers, bar tumblers, beer mugs and numerous specialties in the pressed line, and also blown tumblers, blown stemware and blown specialties in plain, optic, sham, sand-blast bands, enamel decorations, hand-painted decorations or light cuttings.

We are also making blown stuck-handled jugs, bedroom bottles, vases, etc.

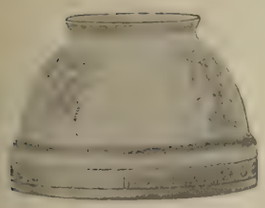
Our output has been increased, and on pressed tumblers, etc., the quality is decidedly superior to anything we have had to offer in the past.

We are only four hours' ride from Pittsburgh, and will be glad to welcome any of our friends at Columbus. Facilities for getting to and from Columbus are exceptional, and we extend to you an invitation to visit our plant before you return home.











TO OUR CUSTOMERS, OUR FRIENDS:

WE WISH YOU

A Merry Christmas

. . . AND A . . .

Happy and Prosperous New Year!





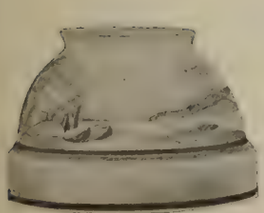
GOOD WILL is the most valuable asset any great organization can have. It not only begets friendship, but something more tangible in the form of continued and increased patronage; and we hope our efforts in 1917 will appeal to you as they have in the past.





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Dinner and Hotel Ware,

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EVERYWHERE

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Brown-White-Lined Cooking and Serving Ware.

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Special creations in pleasing patterns. Pronounced by critics as the best line made in America.

WILL MEET YOU AT FORT PITT HOTEL IN JANUARY. ROOM 539.

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SOLE REPRESENTATIVE FOR THE FOLLOWING FIRMS:

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Dinner Services, Service Plates and Tea Ware.
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Dinner and Tea Ware in exclusive patterns for retail trade.
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Decorated and Rockingham Teapots.

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DOHRMANN COMMERCIAL CO.,

85 Fifth Avenue, New York,

cordially invite you to inspect their different line of Oriental Potteries, Bronzes and Novelties.

FOR IMPORT ONLY.

Our line for the Season of 1917 is entirely new and different. Although made in the Orient it has the style and beauty of the more expensive types of Occidental lines at a fraction of their cost.

Golden Bronze Lamp Bodies, Vases, Flower Bowls and Ornaments.

High Grade Pottery Lines in Soft Matt Finishes, White Body Pottery Lines with Original Decorations.

Silk Lamp Shades to Match Decorated Pottery Lines in Size and Design.

Lily Bowls in Bronze, Assorted Designs and Decorations.

Pottery Lily Bowls in Great Variety of Shapes and Decorations.

And many other lines too numerous to mention.

DO NOT FORGET THAT ALL OF THE ABOVE LINES ARE ORIGINAL AND DIFFERENT.

PLACE YOUR ORDERS EARLY.

DOHRMANN COMMERCIAL COMPANY,

Oriental Sales Division,

85 FIFTH AVENUE, NEW YORK.

Blown Glassware in the Making.

From Gathering Boy to Packer.

THE following interesting description of how blown ware is produced was given by Samuel R. Scholes in an address before the Society of Chemical Industry: In this department of glass making a "shop," or group of workmen, usually consists of a gathering boy, a blower, a cracking-off boy, and a carrying-in boy. The pipes used are about 4 ft. in length, one end being tapered to a suitable mouthpiece, the other made from ¾ in. to 2 in. in diameter, depending upon the size of the article to be blown. The hole through the pipe is about 5/16 in. in diameter. A number of these pipes are used by a shop in rotation, so that the one in the hands of the gathering boy may be sufficiently hot to cling to the surface of the glass and yet not so hot that the cracking-off boy has difficulty in cleaning the pipe or that it becomes too hot to handle.

The gathering boy thrusts the pipe lightly into the surface of the glass in the pot, turns it rather rapidly a few times and quickly withdraws it, bringing out a small ball of pasty glass. He then blows a small bubble into this ball, and shapes the glass in a wooden block carrying a hemispherical depression and lying submerged in water; this treatment smooths the surface and aids in the even distribution of the glass. The gathering boy next rolls the glass into a conical shape on an iron plate, then blows the ball somewhat larger and passes the pipe to the blower, who stands on a platform, known as a dummy, mounted on a small tank of water. By shifting his position on the dummy, the blower can cause to rise out of the water an iron mould which is lined with what is known as paste. This paste is a mixture of pitch, waxes, charcoal, and sawdust, painted on the inside of the mould while in a melted state, and then baked so as to carbonize the entire lining. The blower deftly hangs the ball of glass in the open mould; then, by stepping on a small lever, closes the two halves of the mould tightly and blows gently at first, turning the pipe between his hands, so as to avoid showing the marks from the mould. Gradually, the glass is blown up to fill the mould completely, and the lever is then released, the mould opens, and the bottle on the end of the pipe is swung out and passed to the cracking-off boy. The mould is then allowed to sink into the water to be cooled, ready for the next bottle. The cracking-off boy makes a scratch on the neck of the bottle and gives the pipe a slight jar, cracking off the piece of ware, which he then picks up with iron tongs on a small stick and places in an iron box, arranged to be kept hot until, perhaps, fifty pieces have been laid in it, when it is carried to the lehr.

When a piece of stem-ware is being made, the blower, if he is making a pull-off stem, is provided with the familiar bench of the off-hand glass worker. This is like a broad-seated armchair with its arms shod with iron, upon which the pipe can be rolled with the left hand, while the blower manipulates the glass with tongs held in his right. This acts in effect like a lathe. The gathering boy has left a rather thick bottom on the bottom on the ball of glass; by seizing this with his forceps and pulling gently as he rotates the pipe, the blower is able to pull out a solid stem at the end of the blown ball. When this has reached the proper dimensions, he stands upon the dummy and the piece is blown as in the case of the tumbler.

The next process is that of foot-setting. For this work, another gathering boy is employed, who gathers a small ball of glass on a punty, and the pipe holding the goblet is passed to a footsetter, who stands the pipe on end, mouthpiece down, and, seizing the gathering boy's punty in a pair of shears, sets the ball of glass carefully on the stem of the goblet, turns it up, and cuts off the excess glass. Then, by means of wooden handles and a tool, called a clapper, similar to the covers of a book, from one of which a piece has been cut to admit the stem of the goblet, he turns a circular foot on the goblet, rotating the pipe on the arm of the work bench. The pipe is next passed to a foot finisher, who, with a smaller tool, completes

the shaping and flattening of the foot. He then wets the glass slightly near the end of the pipe and cracks the piece off, placing it by means of tongs in a fork to be placed in the lehr.

Many shapes that were formerly made off-hand—that is, blown and shaped by the workman with no other guide than his eye and a pair of calipers—are now blown in these paste moulds. This includes jugs and cases, and even the larger sizes.

The operation of putting handles on jugs and dishes of various sorts is a very interesting one. After a jug, for example, has been blown, a hot punty is stuck in the bottom of the jug, and, by judiciously wetting the glass near his pipe, the blower is enabled to crack it off and leave the jug attached to the punty in the hands of his helper. The helper then carries the jug to a glory hole, where he "warms" it in to heat the top sufficiently to permit its shearing and finishing. The glory hole may be easily recognized from its name. It is a circular furnace in which a blast of gas, with a small excess of air to avoid a reducing flame, is blown from the bottom against a refractory crown, and finally issues through holes about six to eight inches diameter at intervals around the side walls. After being heated in the glory hole, the jug is carried to a finisher, who, with a pair of large shears, trims the glass from the top, and then, after further reheating, shapes the top with a wooden paddle, finally drawing the lip of the jug with a round stick. The paddles and sticks used in the shaping of glass are made of applewood, which is carbonized on the surface by rubbing with hot glass; between operations these tools are kept in water. Much care is necessary to prevent water dripping on the cooler portions of the ware, but when at red heat the glass seems able to withstand the shock of the wet tool without injury. Meanwhile, a gathering boy has taken out some glass for the handle, rolling it on an iron table known as a marver and carrying it to the finisher, who seizing the punty in his shears, sets the glass carefully against the surface of the jug and presses it down firmly, where it makes a perfect weld. He then draws the glass out a suitable length, cuts it off, and, by very skilful manipulation, turns the curved handle and attaches it again at its upper end. This is undoubtedly one of the cleverest operations of glass working, next to the off-hand blowing of vases and goblets.

The piece of blown tableware, as it comes to the selector at the end of the lehr, is in the form of a bottle. The ware is examined for defects, and about 90 per cent. is usually passed to the finishing room.

The first operation is called cracking off. The bottle is circumscribed at the proper height by means of a diamond set in a steel fork. It is then placed on a small revolving table, and a short flat flame plays on the glass at the scratch mark. After a few revolutions, the top cracks loose and can be picked off; the tumbler or goblet then goes to the grinding machine. Here it is held end wise against a rapidly revolving grindstone in a stream of water and the top is thus ground smooth and parallel to the base. The ware is then wiped clean and dry and goes to the melting machine. These machines are of various forms, the main feature being the action of a very hot, oxidizing flame playing across the top of the piece as it is carried on a sort of "merry-go-round" about a circular burner. Considerable care is necessary to prevent over-melting while, at the same time producing a smooth, fire-polished edge. After cooling on a large wooden table, the ware is ready to be wrapped and sold.

THE SALES LETTER.

WE commend to the commercial letter writer the following sage advice from one who evidently knew his business: "That writer does the most good who gives his reader the most knowledge and takes from him the least time."

Another tells us that it is an idle boast to write much and readily. "The world," he says, "desires to know what you have done, and not how you did it."

Henry Ward Beecher, in discussing an ethical precept, formulated a commercial principle when he spoke of the necessity which the writer labors under to "link his thoughts with the everlasting wants of men."

And Boswell assures us that the distinguished Sam Johnson declared: "No man but a blockhead ever wrote except for money."

We should hardly care to go to the limit with Johnson, because a great many writers do their best work as the result of the inspiration of their own souls, even though they go hungry. But we should be inclined to apply the unpleasant epithet to the business man whose sales letters are inspired by a desire to display the writer's originality, "pep" or "red blood," rather than by the necessity of "bringing home the bacon."

What better rule could there be for the guidance of the commercial letter writer than that which bids him give his reader the most possible knowledge in the least possible time?

How can he do this better than by telling in simple, direct language the story of what his concern has done that "links up with the everlasting wants of men"? And what force it would add to his selling talk if he would reserve his information as to how these results have been accomplished until his reader showed sufficient interest in the facts themselves to request further elucidation of the manufacturing how!

The first rules for young writers, as laid down by a master of the craft, are: "First—Know what you want to say. Second—Say it."

Settling Upon a New Location.

THE merchant who is about to make a change of location, or open a new store, seldom or ever gives the matter as much study as he ought and, in many cases, later he finds out much to his sorrow that business is not as brisk as it might be.

The proper location is one of the most important things to be considered in making either a change or opening a new store, says the "National 5, 10, and 25c. Magazine." Many will hunt around, find a good looking store for rent, hire or perhaps lease it for a term of years without any previous investigation.

Some stores of well known prestige can create their own following no matter where they locate, but this is not the case especially with a stranger coming to another city or town.

In a locality where a grocery store might meet with instant success, a dry goods store would make a dismal failure. No exact rules can be offered as to the location of any kind of a store, but certain exigencies enter in selection that will cover most cases.

The value of the location rests on several points—volume of traffic, the class of traffic and the make-up of the stores in the vicinity.

To almost every block there is apt to be a right and wrong side of the street. Strange as it may seem, it is a true fact that one side of a street will do better business than the opposite.

This is one point to study out. The passing traffic and class of traffic can be studied from any point of vantage as it is easy to discover where the greatest throngs congregate or pass by.

However, although there may be a street that is largely patronized by pedestrians, it is the class that must be taken into consideration.

Because Fifth Avenue in New York City is a crowded thoroughfare is no reason to suppose that a five and ten cent store would prosper there. The class of traffic that passes through this avenue are just the opposite class that would patronize such a store.

In almost every city will be found streets patronized by the well-to-do portion of the population, while perhaps but a block away will be another devoted to popular or low priced merchandise.

Every man's store is in a certain class, and to do business, must enter the neighborhood catering to his class.

Often a merchant will pass over a good location in the right neighborhood for his class of business on account of the rent asked and take a store in another location, thus at the beginning placing a handicap on his success.

Where in the first named location he would at once begin to do a successful business, drawing business from the traffic the other stores in the vicinity had built up, and he would be able to sell goods at normal profit-making prices, yet in the second case in order to draw trade to his location, he would be obliged to sacrifice prices as an inducement to bring customers to his store, besides other methods of advertising, all of which would cost money, thus at the end of the year, if the strenuous efforts used were totaled up, it would be found that the overhead expenses of conducting the store were equal or perhaps more than the higher-priced store would have been.

The best location is none too expensive for a man, especially a stranger, to open a store in. A great part of his success will depend on the location as an advertisement. To be a success from the start, the store must be in a convenient location, close to the other large stores of the same class—not competitors, however, in most cases—but of a class catering to the same class of buyers.

It costs money to build up a successful trade. If the trade is to be drawn from the traffic passing the store, drawn to the neighborhood by the combined efforts of all the stores located there, then the cost is reduced to a minimum, even though the rental is double that asked in a section not so popular. To attempt to draw trade to his individual store from traffic in another section means increased cost in many ways.

The future is also a matter to be studied in a selection. There is always apt to be a trend towards another street or section, and this section is gradually gaining in popularity. While such a location today may not be as successful as far as throngs passing by are concerned, yet perhaps a year's time may make a big change. A new theatre, a change of route of street

cars or a new line opening up may make wonderful changes in the atmosphere of a location in a few months. The future developments in embryo of a city or town should be inquired into, also, before deciding on a location.

One large popular priced store in a small town may often change the entire condition of the vicinity in which it is located. The building of a larger store in another locality and removal thereto may cause its former locality to become dead as far as business is concerned and create much activity in a section which was very poor previous to the new building being located there.

A store a long time in business sees the trend of future developments long before the less active merchants are aware of the inevitable change that is coming. A change of location proves a wise move to the larger store, and while they continue to make strides towards success, the smaller stores left behind stick, fighting against odds in order to continue in business.

To sum up, the principal thing to do in locating in a new town, or changing a location in the same town, is to give a week or two of one's time looking over the various locations open, making notes based on the above points, and if it be feared that one or two certain vacant stores may be taken before perfectly satisfied that it is the location desired, an option of a month is not so hard to obtain and thus protection given until a determination is reached.

THE STORY OF THE TELEPHONE.

THERE is romance in the story of the telephone. One man lost immortal fame when trying to invent it because he did not turn a screw the fraction of an inch. Another genius let the laurels slip from his fingers because he didn't hurry his steps toward the patent office. And at the last the telephone was not the invention of one man. Two men invented different parts of it and fought to keep the other from using that which his rival had made. A compromise had to be brought about before the telephone could be used. Two old tomato cans, pieces of paper pasted across the ends, a hole punched in the bottom, a thread running out of the hole in one can to a hole in the other and one could telephone fairly well from the barn to the woodshed. Now and then it was necessary to resort to lung power, but on the whole a pleasant Saturday afternoon could be passed rigging up and talking over the marvel.

Not long ago the science which began with the tomato cans enabled a man sitting in a wireless station at Arlington, Va., to send his voice vibrating across the Atlantic, without wires, to the Eiffel Tower in Paris. The next day the Arlington station talked to Pearl Harbor, Hawaii, 4,800 miles. The experts are rigging up their machinery so they may talk to Tokio and thence around the globe. And the beginning of it all is the principle of the tomato cans and threads.

Somewhere about 1852 Charles Boursel declared that a time would come when conversations would be carried on over a wire. But Boursel lacked inventive ability. His idea was acted upon by Philip Reis, of Frankfort, who succeeded in constructing a telephone with a receiver which actually did reproduce sounds. A biographer says of Reis:

"Had he only understood that by adjusting his transmitter so that the contacts would remain continuously in contact he would have had an articulating transmitter. Further than this, had he connected two of his receivers together and used one as a transmitter, speech might have been transmitted. With an apparatus of such possibilities it does indeed seem remarkable that the mere oversight of not having turned a screw a fractional rotation on its axis, or of not having connected two particular binding posts by a wire, should have shifted the honor of having first transmitted articulate speech from the shoulders of Reis to those of men living half a generation later."

Perhaps in the whole history of invention no man ever escaped fame by so narrow a margin as Reis, unless it was Elisha Gray. Two men took up the question of telephony in 1835, Alexander Graham Bell, of Salem, Mass., and Elisha Gray, of Chicago. A year later two applications were filed at the patent office, both covering an invention for "transmitting vocal sounds telegraphically." These came from Bell and Gray. In granting a patent it became necessary to determine at what hour in the day each paper was filed. The chief clerk was put through a verbal examination and his daybook examined, with the result that priority was awarded to Bell.

Bell's telephone was not practical. Edison saw that, if perfected, the telephone would be of colossal use in business. Edison invented the carbon telephone transmitter—a device which made telephony practicable, and without which Bell's invention was useless. Bell wanted the transmitter, but Edison wouldn't sell it. And Edison couldn't make any practicable use of his transmitter without infringing on some of Bell's patents. Each tried to get along without the other's inventions. Neither would give in. Litigation followed, but the wisdom of compromise made itself apparent to both electricians, and Edison yielded his transmitter in exchange for certain benefits satisfactory to each. Bell formed a stock company. He offered an official in the patent office a tenth interest for $100, which was refused. In fifteen years that tenth interest was worth $1,500,000.

SOME men haven't sense enough to do the best they can.



Electrolier.

By Edward Miller & Co.

The Decorative Value of China.

THE time is past when we have to live with ugly things, no matter how limited our purse, for each year the demand for beautiful articles grows, and the producers are meeting this demand. Beautiful decoration in china does not mean over ornamentation—indeed, ornamentation to be of real significance should be more suggestive than naturalistic—the color and design heightening or following the graceful form it embellishes. It should never "stand out" conspicuously, but be more or less conventional in form, its color being appropriate to the design. Many of the Eastern porcelain painters especially, seem to have an instinctive feeling for pure decoration, and their very humblest productions, such as the china ginger jars and the crude water bottles from India, and the wonderful bits of Persian pottery that we sometimes comes across, all express that rare understanding and feeling for color and design, says Handon Thompson in the "Louisville Journal." The charm of old patterns is being more and more appreciated and many reproductions of the old wares are being made, following closely the original designs which are still in the possession of the famous Wedgwood, Spode, Swansea, Lowestoft and Chelsea factories. All of these are delightful and have a certain individuality and beauty which so many of our modern productions entirely lack. From their quaint colorings, a new inspiration for decorating a dining-room may often be suggested for what could be more attractive than the combination in a lovely old Swansea pattern—a soft blue and gray border ornamented with conventionalized leaves of gray green. Doesn't this immediately suggest a dining-room with gray walls and hangings and rugs of blue?

A lovely old English colonial set with rose and dull blue decorations, adapts itself beautifully in a room with gay chintz hangings. Many earthenware sets may be had, with a border of blue, buff or dull rose, embellished with conventional flowers.

Reproduction of old Sevres are also very effective, one striking set having a black border with dull pink roses.

Black and white china is still in demand, and when properly treated, can be well adapted in certain rooms, but care should be taken in selecting it, for one is apt to grow tired of anything that has grown into a fad so much overdone.

For everyday use, it is a good idea to buy an "open" set of china, for then one can select only the pieces desired, and need not be burdened with articles that are not essential. From these "open sets" one can replenish broken pieces when necessary.

The "pheasant" design, a reproduction from an old Lowestoft pattern, is well known, and always in good taste, and a Donatello blue set with an open-work border is a charming asset in a blue and yellow room.

Green is always suggestively cool and fresh looking, and as a decoration for china is peculiarly appropriate.

The Japanese import an inexpensive Canton set of dull green that is not only attractive as a whole set, but can be limited to the tea table if required. The shapes are graceful and dainty and there is no decoration needed, other than the peculiarly soft color of the green glaze.

Just as in chintzes and cretonnes, American factories are producing very creditable productions of pottery and porcelains, many of the designs being reproductions of old tested patterns.

Old peasant china from Brittany, which may perhaps be crude in execution, but which has a fine decorative quality, is eagerly sought by those who love distinctive things, while Swedish and Norwegian pottery has a certain quaint charm which also makes it desirable.

Everyone is familiar with the Copenhagen ware, with its pattern painted beneath the glaze, which gives it a very rich, fine quality. The designs are daring, yet do not verge on the bizarre, but are so beautifully executed that many of these pieces are real works of art. Many of the individual articles, such as hot water jugs, tea sets, flower holders, vases and lamps are especially to be coveted and are distinct additions to a room.

Majolica ware that has sustained its reputation for many generations, has also been reproduced with success, but it is better adapted to individual pieces than to whole sets.

Chinese and Japanese patterns have been borrowed and adapted very successfully, and the popular Indian tree design, an English adaptation, is known to almost every one. There are, however, inexpensive Japanese porcelains imported directly from Japan that are quaint and delightful, and are well suited to our daily needs. Their coloring is always good and unobtrusive and their shape pleasing.

Certain Chinese enamelled sets are quite unusual, and one instinctively lingers before a design called "The Chinese Blue Bird," which is a copy of an eighteenth century pattern, well deserving attention.

Breakfast sets that are as useful for service in the

dining-room as for serving breakfast in the boudoir have come into vogue, and they include a muffin or hot toast dish which has a cover, a small plate, cereal bowl and cream pitcher which can be fitted together and take up but little space, a sugar bowl, egg cup, cup and saucer, fruit plate and small coffee pot. These can all be arranged snugly on a glass-covered tray or on one of painted papier mache, and can be bought to serve either one or two persons. The "three-in-one" sets are an excellent device for serving one person for breakfast, the coffee pot, cream pitcher and sugar tray fitting into each other. These now may be had in china as well as in silver or in silver plate.

Individual cereal bowls are necessary adjuncts for daily use, those of satsuma ware, ornamented with the simplest designs in dull greens, or rose or yellow, giving charm from their very simplicity.

And what guest room is complete without a biscuit jar filled with wafers? Many of these jars have no artistic beauty whatever, so it is a pleasant task to hunt for one that combines attractiveness with utility, so that they may be an ornament rather than a disturbing element in a room.

FOR THE TEA TABLE.

Selecting china for the tea table has infinite possiblities, but one's first aim is to secure only that which is dainty. The Spode ware furnishes chaste little pieces with borders of pale lavender, blue or dull reds with embossed borders and leaves, and the daintiest flowers as the central motif. Irish Belleek is also being revived with success, and its featherweight and egg-like quality makes it peculiarly suitable for the tea table. In reality it is quite as durable as the heavier, clumsier wares that appear stronger.

Fortunately, good shapes and fine color in china are not confined exclusively to expensive wares. In seeking appropriate table appointments try to select forms that have grace and which possess simple, flat decorations and which fulfill the definite purpose for which they are designed. A pitcher or coffee pot may be ever so quaint and pretty, but if they do not pour well they will give no real service.



A CHINESE POTTERY.

HIS PECULIARITY.

A MAN who was in the habit of stuttering was asked why he did so.

"That's my p-p-peculiarity," returned the man. "Everybody has his p-p-peculiarities."

"I have none," asserted the other.

"Don't you s-s-stir your t-t-tea with your r-r-right hand?"

"Yes."

"Well, th-th-that's your peculiarity. Most p-p-people use a s-s-spoon."

Garden Pottery.

THE gentle art of garden making is beginning to find appreciation in the American home. We will agree that the garden is part of the home—another and more charming room. It is not a garden in its best sense if you do not sit and dream there, if you do not work and play there, if half your life is not lived in its peace and beauty. And so the necessity for garden furnishings—some for use, some simply for decoration.

Happily the day is past when iron dogs and stags, small girls under umbrellas, and other inartistic monstrosities, disfigured the lawn.

Garden furniture and decorations must withstand rain and sun, frost and torrid heat, and the writing hand of Time. In wooden articles cedar is most desirable. But long after cedar has succumbed, various potteries will be only the more beautiful for the softening touch of age.

Marble is out of the question for most people; concrete cracks too easily. Cracks in a large building are neither damaging, nor unsightly, but in the small dimensions of a garden bench, a sundial or a bird font, they would be both conspicuous and finally ruinous.

There is a terra cotta pottery that is vastly superior to cement. It is unusually durable and of great artistic possibilities.

Terra cotta, from the Greek, meaning baked clay, usually calls to the mind of the uninitiated a red-colored pottery. Fortunately, there is not only the red, which is little used at present, but a lovely, soft gray, known as stony gray. This will be found appropriate to most gardens and houses, and beautiful as well as harmonious with the greens of nature.

We must realize that not all of plastic art is in the painted canvas or the sculptured marble; pottery is an expression of beauty too little felt by Americans. The potter may be truly an artist.

In buying pottery for the garden, beware of elaborate and unclassical designs. The simpler the better. Do not rely on color and ornament to please the eye. The first beauty to take and hold it must be the outline. That is of the utmost importance.

Appropriateness to the house and garden is the next consideration. The small cottage with the tiny lawn and garden would look foolish with handsome jars, benches and sundials. For such a place a sundial or bird bath may be used on a tree stump. These bird baths are inexpensive—plain ones of attractive line costing five to seven dollars.

Some bird baths have an inner rim which makes two separate pools of water, one shallow for the smaller birds and a deeper one for larger feathered friends. Others have a small rise or perch in the center, which is a very thoughtful attention.

Even the simplest garden should have a bird bath. Nothing so attracts birds as a quiet place in which to splash and preen.

Bird fonts, which are bird baths on pedestals, are graceful and beautiful. They should be placed at the end of a walk or where paths converge at the center of a garden. Like a sundial, a bird font is a spot of great interest in the garden, giving it a lasting beauty and a sense of permanence. The base and part of the pedestal should be bowered in ivy, climbing roses or other vines.

The sundial has come into its own of late. No garden of any pretensions but has one. No gardener without one but longs for one. The dial itself, usually of bronze, is mounted on a pedestal, which in turn rests on a base.

Just as the average suburban garden may have a bird bath, so it may use a sundial and be in good taste. Its position, too, is similar to that of the bird bath—usually the meeting of paths. It, too, should be twined about with flowers.

Sundials may be bought for from twenty-five to fifty dollars, complete, which means dial-face, column and base.

Have you ever seen a gazing globe? It is a charming addition to a garden, adding a touch of very mystery. The crystal ball balanced on a pedestal reflects the beauty of trees, pool and flowers in miniature. This is a revival of an old conceit and a delightful one. Gazing globes cost from twenty-five to thirty-five dollars.

If you have only a small garden, do not overfurnish it. If all of it is visible at once, you must treat it as a whole picture. Use either a sundial, bird font or gazing globe, but not more than one of these pedestaled decorations. A bird bath on a stump may be used with a sundial or gazing globe, but not a bird font.

Flower boxes of terra cotta are beautiful. Self-watering or other boxes may be placed inside if desired, or the flowers planted directly in the outer boxes. They may be used outside windows, on porch or terrace railings, blending especially well with stonework.

With the boxes use large pots for evergreens and other plants, especially where a formal effect is wanted at a house entrance, on garden steps or along a terrace. Use the same design in the box, pot or jar.

Jars are very graceful. Those severely plain, their sole beauty being in their exquisite lines, are in perfect taste. They are used on large porches, at entrances, on posts or flights of steps. They lend themselves to formal effects and are entirely out of place on a small, simple lawn.

A garden bench in a shady nook is a delight, particularly if it is near the allurement of water—a pool or fountain. Have you seen the wall fountains—a decorated plate or plaque with a lion's or satyr's head pouring water into the small basin below? Bowered in ferns, against an old stone wall, shaded by trees or shrubs, it bids the birds tarry—and us.

Benches cost from twenty-eight dollars for a perfectly plain one to all sorts of prices. One with its bases decorated with the classic acanthus leaves is thirty dollars. All these benches have limestone tops that are exceedingly durable.

Wall fountains run from ten dollars to one hundred dollars. A small fountain head, a lion, may be bought as low as six dollars. Ingenuity and a line of piping along a wall will make a pleasant spot about one of these fountainheads at little cost.

Be wary of using vases and urns. Only in formal gardens, with much study and care as to surroundings, are they effective. And never, never use commonplace or ornate ones.

Don't spend all you have inside the house. Give your garden its rightful share.

HOW PRESSED GLASSWARE IS MADE.

IN making a piece of pressed ware the glass is gathered on the end of an iron rod, sowewhat as one would gather honey on a fork, the ball of glass is swung out over the mold and allowed to drop into it, cut off by a pair of shears, and the plunger brought down, squeezing the glass into all parts of the mold. Great accuracy is shown here by the presser, who cuts off the glass and is able to regulate the weight of glass cut off within a very small quantity. The gatherer, meanwhile, cuts off, on an iron plate with a sharp flange, the glass remaining on his gathering rod, or punty, dropping it into water, so that it disintegrates, ready to be mixed with the batch in another melt.

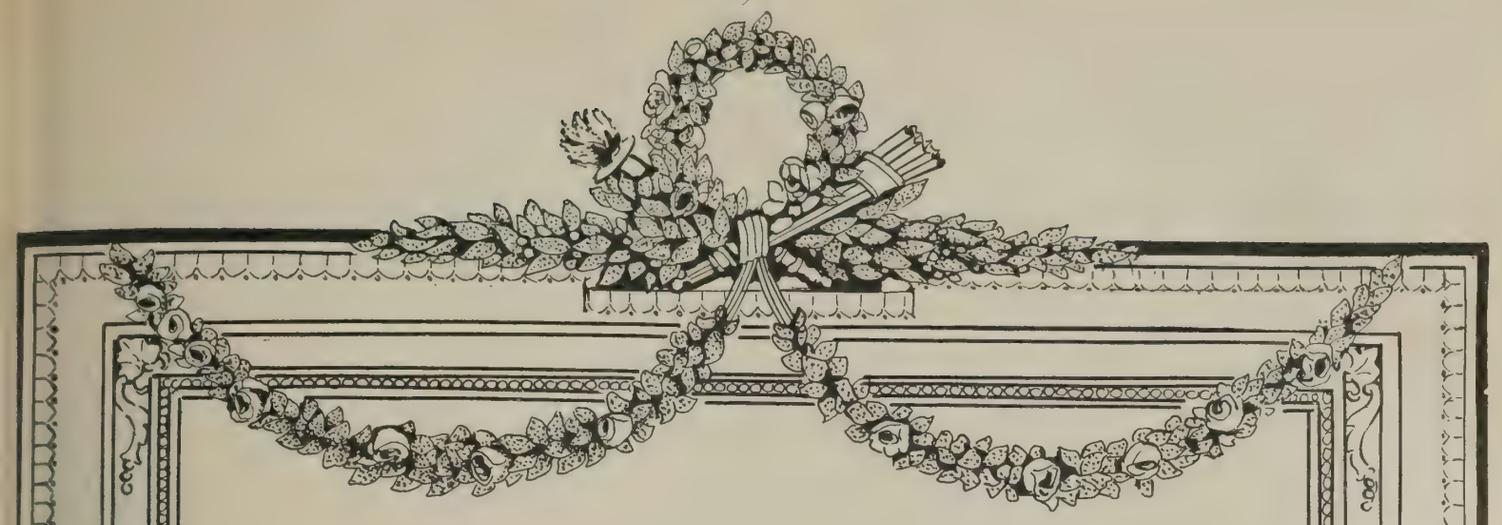
While the pressed article is still hot it is placed beneath a blast burner and fire-polished. The patent for this invention is owned by the H. C. Fry Glass Co., and is decidedly advantageous especially in the production of blanks for cutting. The older methods of making cut glass necessitated plain blanks, which have a fire-polished surface on the inside. It was almost impossible to polish the inside of pressed ware by the use of fine abrasives; but this invention produces a perfect polish without further treatment.

The pressed piece of ware is turned out of the mold, examined for imperfections, and, if found satisfactory, is carried at once to the annealing lehr, through which it rides, gradnally cooling for about twelve hours from a temperature of 300 deg. to 400 deg. C. to ordinary room temperature at the far end.

The annealing lehr consists of a long oven about five feet wide, high enough to accommodate the tallest pieces of ware, and about sixty feet in length. This oven is fired from beneath at the furnace end, and the stack is placed ahout one-third the way down the lehr. From this point the temperature of the lehr falls continuously and gradually, so that the glass is held at a temperature sufficient to relieve strains for several hours.

On its removal from the lehr the ware is carefully examined, piece by piece, for defects. These may be small bubbles in the glass, which are called "seeds" or "blisters," according to their size; pieces of unmelted material, arising either from the pot or the batch, known as "stones" and "cords," veins or streaks, which are similar to those observed when strong hydrochloric acid is poured into water, and indicating imperfect mixture of silicates, especialiy those of alumina. Other faults arise in the workmanship, such as imperfect shapes and weights, cracks and other minor defects, due to faulty handling. The faulty pieces are thrown out to be broken up as cullet and remelted, and the selected ware, usually about ninety per cent of that leaving the workman's hands, is ready for further treatment.

In the case of blanks for cutting another annealing is necessary, since the cutting process is very apt to cause breakage where there are strains remaining in the glass. The ware is therefore placed in kilns, usually about ten feet long by five feet wide by eight feet high. These are supplied with iron shelves, so that they can be more or less completely filled with ware. The kilns are fired from beneath, and the fuel gases are carefully excluded from the interior to avoid what is commonly referred to as "sulphuring" or "smoking," amounting to a reduction of lead on the surface of the ware, giving it a yellow or gray appearance. The kilns are brought to their full temperature, which, in the case of lead glass, is usually about 350 deg. C., in about six hours. They are held at this temperature for a short time, depending usually upon the strength of color remaining to be removed, and are then allowed to cool for about twelve hours longer. By this time the ware is tempered or annealed so that it will not fly when subjected to the cutting wheel.



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THE OUTLOOK.

EVERYTHING points to a continuation of the present unusual conditions in the pottery industry for the first half of 1917, if not throughout the year.

If the potteries were guaranteed an adequate force of workmen at all times, and an unlimited supply of fuel and raw materials, they could come close to maintaining a reasonable schedule of shipping to meet even the present abnormal demand.

But the nation-wide shortage of men which so seriously cripples all mills and factories, the potteries no more than others, will hardly be relieved before the end of the war. Wages in the potteries were recently advanced, by voluntary action of the manufacturers, to the highest average level of any American industry. This was done with the hope that it would fill up the working crews; but in that respect it was a disappointment. The men are not to be had at any price.

This means that until normal conditions are restored production will to some extent be curtailed, and shipments correspondingly slow.

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The glass is in one piece, enameled top and bottom, with a clear band between, thus making the unit dust-proof. Its shape was determined with scientific accuracy so that the greater part of the light would be reflected through the clear band, thus reducing the light absorption to a minimum. The top and the bottom of the glass are both highly efficient reflectors, just enough light being transmitted to give a uniform illumination throughout the lighted area.

It is when used with high-powered lamps that the Ajax-O-Lite is at its best. It transforms the harmful brilliant light of these lamps into agreeable, comfortable illumination entirely devoid of glare. The Ajax-O-Lite is truly a remarkable advance in illumination.

For the lighting of stores and other public places send for Catalogue No. 97—"Ajax-O-Lite for Commercial Lighting."

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SAN FRANCISCO: 682 Mission St.

LOS ANGELES: 643 South Olive St.

MEXICO CITY, MEXICO: Avenida Francisco, Madero 55.

LONDON: 55 Farringdon St.

HAVANA, CUBA: Apartado 948.

SYDNEY, AUSTRALIA: Commerce Bldg. Martin Lane.



Sevres Transformed.

WHEN the German armies were marching on Paris, two years ago, a certain amount of comfort was afforded the people of France by a little paragraph reprinted by all the newspapers to the effect that though the country was invaded and the heavy German guns were mowing down one frontier fortress after another, the National Porcelain Factory at Sevres, just outside of Paris, was still running. Editorial commentators, who were not allowed to discuss the war news in too much detail, drew many reassuring deductions from this fact. A country that could keep on making beautiful vases could not be very hard pressed.

The National Porcelain Factory of Sevres is still running, but it is not making fine porcelains. Like all other French industries, whether privately or publicly owned, it is working for the national defense. It has been transformed, and is making "war pottery."

What is "war pottery"? It was the same question that the two-score Paris journalists asked of one another, as they made a visit to the Sevres plant on the invitation of Monsieur Dalimier, Under Secretary of State for Fine Arts. It was asserted that war materials had to be made of stronger stuff than porcelain or earthenware, and almost everyone was puzzled as to what the artists of Sevres could produce to aid in driving the Germans out of the country.

Perhaps in order to emphasize the contrast, Monsieur Emile Bourgeois, director of the plant, first took his guests through the ceramic museum, where he exhibited and explained the wonderful creations of French potters during the last 200 years, before he showed the "pots of war." The museum is far from complete. The most costly vases were taken away and hidden at the approach of the Germans, and they have not yet been brought back to their shelves.

Though some cases in the museum are still empty, there are, however, enough vases, ornaments, statuary and other artistic bric-a-brac left to form a king's ransom. In no other form of production are the best qualities of the French type of mind better expressed than in the graceful, delicate, highly ornamental products of the Sevres manufacturing plant.

The contrast between those fine things in the museum and the "poteries de guerre" which turned out to be huge alembics, condensers, tubes and condensers for strong acids, required in the manufacture of high explosives, was decidedly startling. It seemed hardly believable that the same men, the same plant, that had turned out those precious vases in the next room could have been readapted to the making of those bulky pieces of glazed earthenware. And yet such are the facts, and there is no better example of the French knack of adaptability than the transformation of the Sevres porcelain factory into a war industry.

While it was perfectly true that as the Germans marched on Paris, the Sevres workmen continued to make vases, they did not continue at their old tasks after the battle of the Marne. It then appeared with startling clearness that the French armies lacked ammunition, and lacked the factories to make more. "I have heard from a competent source, says the correspondent of the "Brooklyn Eagle," "that the French higher command thought there was enough ammunition on hand when the war broke out to last the whole campaign. All the ammunition factories were dismantled by the mobilization of the workers. Six weeks later the reserves of ammunition were giving out; otherwise the Germans would never have been able to maintain themselves on the Aisne line so long."

An entire industry on a gigantic scale had to be organized in haste. It was then discovered that many of the utensils and chemical ingredients required for the manufacture of high explosives had been imported from Germany, so that France had no plants available. When the full story of the mobilization of the French industrial army is told, it will be almost as stirring as the story of the military mobilization.

Among the things the French ammunition makers lacked was stoneware for the making of acids, nitric, picric, etc., and it was then that the vase makers of Sevres decided that they could be of service. They stopped making ornaments, and began making acid condensers. It was on September 14, 1914, before the Marne battlefield had had time to cool off, that M.

Baudin, chief of the manufacturing branch, set to work. Suitable material had to be secured when everything in the country was topsy-turvy, different kinds of clays had to be analyzed and tested, experiments made in burning the new material, workmen had to be trained, accurate models made, ovens had to be transformed so as to bake huge condensers instead of tiny pieces of ornamental porcelain, coal had to be substituted for wood as fuel, and ultimately electric power was installed to run the plant.

Before the end of September the Sevres factory delivered its first pieces of war pottery, in October it finished about forty, and since last December it has delivered to the ammunition makers between 130 and 150 each month. Though the number of workmen is smaller than before the war, the activity of the place is estimated at five times as great. A special railroad branch has been built, so as to connect the factory directly with the main lines running out of Paris. Goods are shipped quickly to the powder mills at Angouleme, St. Chamand, St. Fons, Toulouse, Bordeaux, Dijon, Brest, etc.

In addition to making utensils for the powder factories, the Sevres factory also serves as a model for other potteries. There workmen are trained and exact information given out to other factories making war pottery, such as formulas for clay, directions for the heating of kilns, and instruction about the modeling.

TO DRILL, CUT AND SAW GLASS.

THE methods by which glass and glassware may be speedily and safely drilled, cut and sawed, without a diamond or steel, by the most simple and inexpensive appliances and materials, are not generally known, and have been so long kept guarded as trade secrets that a detailed account of them is deemed proper.

Any hard steel tool will drill glass with great facility if kept freely wet with camphor dissolved in turpentine, says the "National Glass Budget." A drill bow, brace or ratchet may be used for the purpose, and a steel chisel point, slightly V-shaped, will be found to do excellent service, under slight pressure, especially after the outer hard polished surface of either blown, sheet or plate glass has been cut through. The glass should be solid under the drill, and well underlaid, for which sheet gum one-eighth inch thick will prove the best material. When sheets in the sash are to be drilled the sheets should be braced firmly against the drill, and the boring be done carefully. A hole may be readily enlarged with a round file or an emery pencil, and the edges of sheet glass or glass vessels may be smoothed down with an ordinary whetstone of suitable grit, or a flat file.

In drilling glass the start, or breaking through the outer surface, is the main point. The rest is easy, though care is required at every point. The drill must not be too pointed, and to do the most effective work should be shaped so as to press the emery on to the glass. Over-heating the glass must be avoided, and the emery should be wet if the drill speed is high. When camphor and turpentine are used the drill should be driven at high speed, but the supply of the solution must be liberal.

Glass may be safely and speedily turned in a lathe by using a well-tempered mill file with a camphor and turpentine drip. Window or plate glass can also readily be sawed with a watch-spring saw kept moist with camphorized oil or turpentine.

When large holes are to be made it is a safe practice to drill a series of small holes describing the circle wanted, and then either cutting from one hole to another by means of a saw, as described below, or by making an incision with an angular file, which offers a starting point for a hot iron (a poker or soldering iron shaped point heated to a low red is best), and enables one to cut or crack from one hole to another, and then with light hammer taps break out the cut circle.

The glass will crack from the file incision and follow the hot iron (the point of which must not be too blunt) with remarkable speed and accuracy, either in a straight line, along rounded corners or curves. Of course, thin glass can be more readily and safely cut in this way, when a diamond is not obtainable, than thick plate glass; but if the file cut has been made through the outer hard enamel or polish of the glass, and the heated iron has a sharp nose and a heavy head (like a soldering iron, to hold the heat longer than a thin iron would do) a good-sized sheet may easily be cut at one stroke.

To saw glass, a band saw on which a drip of emery or carborundum is kept playing will be found to do excellent service; and not only can holes of larger diameter be thus cut, but blocks of optical glass are thus cut into discs varying in size from one inch up to any size required. In the excellently equipped optical instrument works of Prof. John A. Brashear, in Allegheny, Pa., the writer has repeatedly seen lenses varying in thickness from one to one and one-half inches, and from two inches to two feet in diameter, speedily and safely sawed into discs by a high-speed band saw on which a liberal stream of wet emery was played. The wet emery, of course, serves two purposes. It helps the fine-toothed, thin saw blade to cut, and keeps not only the blade from overheating, but prevents the glass from cracking from heat expansion at the point of contact and abrasion. Plate glass has been cut in the writer's presence by the same process. The only points to watch are that the saw must be fine and thin, and be driven at high speed, and the supply of wet emery must be constant and liberal. Fine hard sand would serve the same purpose as emery, but would not cut as fast nor as clean.



The Spread of the "Five and Ten" Idea.

IN these days of keen competition the five and ten cent store is attracting notice from the buyers for department stores, who find themselves in many instances unable to meet the prices asked in these stores for crockery and glassware. Another thing which will impress the observer is the greater amount of attention which is being paid by five and ten cent stores to crockery, glassware and housefurnishings. This department formerly occupied a section along with candy, stationery, popular music and other classes of merchandise, but now an entire floor, usually the basement, is turned over to these goods.

The biggest reason for the increased amount of patronage with which the public is favoring the five and ten cent stores is the high cost of living. Prices in every division of life's necessities have soared so high that it is necessary for persons in moderate circumstances to buy where the prices are lowest. The only question in the mind of the average housewife these days, as she starts out to buy for the family needs, is whether what she buys will answer the purpose. After that she cares only about getting it for the least money possible. Of course there are buyers whom the high cost of living does not touch, and these will naturally consider quality. However, it is the attitude of the average buyer which must be considered first of all. W. W. Kimball, the famous piano manufacturer, thought that only about ten per cent of the people knew a good piano from one of ordinary merit. He said that the other manufacturers might make a piano for this ten per cent of the population if they wished—he would make a piano for the other ninety per cent, and with it a fortune. He did. The monster business done by the five and ten cent stores is testimony again that only about one out of ten people is looking for high-priced goods.

These establishments are not cutting in on the sale of sets to any extent, but it is in the field of individual items, such as tumblers, vases, salts and peppers, vinegars, etc., that they are getting, according to the department stores, more than their share of business. The latter stores have the quality goods, of course, but the line of the five and ten cent stores answers the purpose. Recently the sale of white "kitchen ware" seconds has become quite a game with the "five and tens," and the department stores have been forced to meet the competition.

The five and ten cent stores during the greater part of the past year have had a big advantage over the department stores owing to their practice of buying in enormous quantities. They have been able to completely undersell the buyer of a department store who was unlucky enough to be caught on the rising market with a small stock. Things have lately become a little different, however, for the "five and tens" are forced to place new orders at higher prices, Furthermore, the loaded condition of the factories has caused an indifferent attitude on their part, and they are not cutting each other's throats for this business, as they were a few years ago, when there was a keen desire on the part of the manufacturers to sell their goods. The buyers for the five and ten cent stores then made a practice of looking for manufacturers who wished to turn their money, and were thus enabled to buy to big advantage.

It must be admitted that clever business methods on the part of these stores are in a large measure responsible for the increased patronage of the public. They are shrewd advertisers, and know how to get the people coming in their direction. They understand the value of "specialty" work. For instance, one store recently advertised a sale on a single glass vase. Nothing was said about any other article, and in the attractive window display staged by the company nothing appeared but the glass vases. Police had to be called to handle the crowd, and of course the wild-eyed shoppers bought a good many articles other than vases before they left the store. The crush was so great that several women swooned. The newspapers naturally chronicled the fact, and thus gave the store another advertisement.

This is the way to get before the public, without question; and students of the problem agree that if the department stores did a few sensational stunts of this kind the volume of business in those departments where the competition of the five and ten cent stores touches

would be greater. The advertising of the department stores is too conventional; and although thousands of arm-chair shoppers scan the announcements every day there is missing too often the "punch" which is the real stimulus to the reader to tear out the ad and call at the store. If they would make their advertising more human, and play more to the class of people who are visiting the five and ten cent stores, they might at least check the constant desertions from the ranks of customers caused by the lure of the five and ten.

In one large department store the buyer of crockery and glass has solved the problem by creating a separate section in which the goods handled by the five and ten cent stores are duplicated, and the customer who is looking for such goods can get them without going to the five and ten cent store. If she wants better wares they are only a few steps away—and the clever salesman or saleswoman will in many cases be able to steer the customer into the sections which contain them.

Too many department store buyers jumble their medium-priced and high-priced goods in with the cheap kind, and the salesgirls employed in these departments only too often lack the qualities which would enable them to handle the customer who, although looking for cheap goods, has a pocket-book that will permit the purchase of better.

How often do you hear it said of a store: "That place is for people who have money to throw away." The five and ten is a safe retreat for persons who have this idea; and it is surprising how many of them are getting it. Here no salesperson casts aspersion, by look or word, on the motive of the customer who wishes to buy what will answer the purpose for the least possible outlay of coin.

No department store, however large and prosperous, can afford to lose the custom of the small buyer. The shrewd merchant realizes that democracy is the very foundation of the department store idea; and talk over the back fence, if unfavorable to a store, will defeat the purpose of thousands of dollars' worth of newspaper advertising.

The competition of the five and ten must be met. The trend of the times is toward the development of the price buyer. The species is becoming more numerous along with the soaring prices of life's necessities. In the crockery and glass retail field changes in the way cheap goods are handled must be made. Quality talk is all right, but it will not sell goods to people who are wondering how they will meet the rent, the grocer's bill, the light, the fuel, and the hundred and one other bills, swollen on account of the higher cost of everything. The five and ten cent store, with the familiar sign of "Nothing Over Ten Cents" looks good to the people, and until the department stores can get on an equal footing in the handling of cheap goods the masses will continue to buy in the five and ten in increasing ratio as the cost of living goes up.

THE POVERTY OF WEALTH.

THE men who can afford idleness seldom want it. No Lincoln, Carlyle or Washington ever watched the clock. Edison labors eighteen hours a day, not because of the final reward that it will bring, but because of the happiness he finds in it. Michael Angelo when painting his immortal picturers in the Sistine Chapel worked with such enthnsiasm that for weeks at a time he never removed his clothing. Walter Scott rose at five in the morning and wrote some of his novels when he was employed as a clerk. Ruskin uttered a great truth when he said: "If you want knowledge you must toil for it; if food, you must toil for it; if pleasure, you must toil for it; toil is the law."

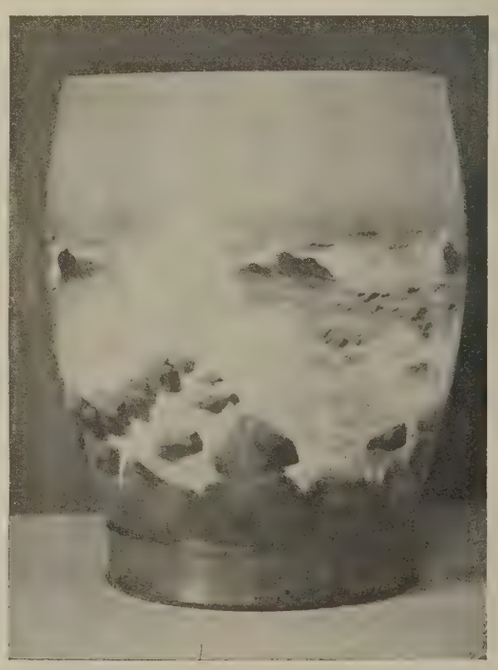
If you have wealth you can purchase a hundred outfits of wearing apparel, but you can only wear one at a time. Socrates never owned but one pair of shoes, but his name is immortal.

If you have wealth you can purchase furniture inlaid with gold and upholstered with fine fabrics. That doesn't mean contentment. When Thoreau lived by Walden Pond he found a stone one day that he fancied, and used it for a chair.

If you have wealth you can purchase a great park and erect a splendid mansion; but tradition tells us that there was a very happy man who lived in a tub, and, asked what he could desire from the king, Diogenes replied, "that you would step from between me and the sun."

If you have wealth you can possess an organ with golden pipes; but Beethoven composed his immortal symphonies on a cheap harpsichord.

If you have wealth you can equip a luxurious studio; but Turner painted in a garret and mixed his colors in a broken tea cup.



ROYAL COPENHAGEN.



Hotei, Japanese God of Happiness.

Suitable for Lamp Standard.

At Takito, Ogawa & Co.

Chemistry Involved in Making Glass Tableware.

ONE of the highest applications of the art of glass making is found in the production of the finer grades of tableware. Among all the varied uses to which glass is put there is none requiring so much care in the selection of materials, control of color, lustre and uniformity in the glass itself, nor involving so much skill in the designing and producing of shapes and decorations. It may be truthfully said that the art of glass making has far outrun the science, and in many cases facts long ago discovered by the glass blower are still awaiting a suitable scientific explanation, says Samuel R. Scholes, Ph.D., in an address before the Society of Chemical Industry; many of the difficulties involved have not been successfully met by the application of engineering or chemical knowledge.

The batch, or mixture, for making the glass for tableware is comparatively simple to devise. The raw materials, as every one knows, are chiefly sand, sodium and potassium carbonates, red lead, calcium carbonate and sodium and potassium nitrates. The proportions to be used depend entirely upon the nature of the glass required. Density, high refractive index, and ease of cutting are increased with the increase in oxide of lead. The working properties and resistance to attack by weathering are conferred by lime; while the percentage of alkalis in the glass governs the softness, that is, ease of melting and low viscosity at the working temperature. Within rather wide limits, the glass maker can vary the percentages of sand, alkalis and other bases to produce the glass desired. The most difficult part of glass making is the control of color, and it is this point that I shall dwell upon at some length.

It is the usual American practice to decolorize glass with manganese dioxide, which imparts, in the case of potash glasses, a violet color, and in the case of glasses in which soda is the principal alkali, a reddish violet. In addition to manganese, a little cobalt oxide introduced in a dilute form as "powder blue," which is a glass containing approximately five per cent. of cobalt oxide, is also used. With soda glasses more cobalt is necessary. It will be readily seen that the violet color, imparted by manganese, being complementary to the green shade caused by the presence of iron, serves to decolorize the glass by masking the green color, that is, by causing a more uniform absorption of all the wave-lengths of the spectrum. Since manganese alone fails to absorb sufficient yellow, the blue of cobalt is required to complete the decolorization.

The difference in color produced by manganese, depending upon the alkali in the glass, is an interesting fact, which so far seems to have received no satisfactory explanation. The fact remains merely that the double silicate of potassium and manganese has a much richer color and more of a violet shade, while the sodium-manganese silicate seems to have a fainter color, and to incline more towards the red. However, this is not the only difference. The phenomenon known as burning out of the color, that is the disappearance, as a result of the annealing process, of the slight pink shade present in the glass as it leaves the workmen's hands, is more strongly marked in the case of soda glasses, so that the ware as it is placed in the annealling lehr must be given a decided pink in the case of soda glass, if it is to appear colorless at the other end of the lehr. This fugitive character of the manganese color is a source of great annoyance and difficulty attending the use of manganese, and it is only by exercising great care and judgment that the proper balance of color between violet and green in the finished ware can be maintained.

Another variation occurs according to the temperature of the pot when it is filled. If the pot has been kept closed for some time after being worked out, so that it has again reached a very high temperature, and is then filled, the color of the glass is likely to the lower, that is, less pink, than when the pot is filled at a lower temperature. Also, where eliptical regenerative furnaces are used, the end pots are less strongly heated than the side pots and it is always found that

the side pots in such a furnace require more manganese dioxide in each batch. This effect is probably due to the action of heat on the free oxide of manganese. It is known (1) that manganese dioxide decomposes upon heating to about 550° C., yielding oxygen and the sesquixide, Mn_2O_3. This in turn loses oxygen at 940° C., and above that temperature the stable oxide is Mn_3O_4. Thus, one third of the manganese has passed to a state forming a colorless silicate, if it has been heated rapidly to a high temperature, for it has been shown that trivalent manganese is the form in which the manganese goes into combination in the glass to produce a colorless silicate. It seems probable that, where the batch is relatively cooler, fusion of the alkalis takes place with attack upon the silica and consequent solution of the oxides of manganese before a very high temperature is reached, thus preventing further loss of oxygen.

Judging from the coloring power of manganese, as indicated by the small quantities necessary to change perceptibly the shade of color in a pot of glass, comparatively little of the manganese originally added is really effective in producing color in the glass. That is, in the case of potash glasses, it is easy to recognize the difference in color where the quantity of manganese differs by one-quarter of an ounce, in 1,400 pounds of glass. In the whole batch perhaps ten ounces of manganese had been used. If no manganese at all were put in, with the purity of materials now obtainable, the glass would have had only a pale green shade, so that it may be roughly estimated that not more than one ounce, or ten per cent. of the total, was finally effective in coloring the glass, the rest having lost its coloring power, or passed into other forms of combination. It is well known that manganiferous glass becomes pink or violet on exposure to sunlight or other light containing much ultra-violet, such as an arc, in the presence of atmospheric oxygen and water vapor. The color so developed is very intense, indicating that, if manganese could be so employed as to give its maximum coloration, a very small quantity woud suffice for decolorizing.

The burning out of color seems to take place only slowly at high temperatures after the glass has become plain; that is, after the last bubbles have risen from the molten glass and the pot is ready to open and work. The rate of burning out of the color is quite rapid, however, at the annealing temperature, which is just below the softening temperature of the ware. As the melt proceeds, proofs are usually taken. These are small samples removed on the end of an iron rod, in a shape similar to the finger of a glove. They serve to show the number of bubbles still remaining in the glass, and thus to indicate the probable time necessary to complete the plaining. The first proofs taken off are always of very high color and this color diminishes as the plaining proceeds, until finally, just before the pot is ready to open, the glass has practically the color which it will have when it is worked, whether that be within a few hours or possibly twenty-four hours later—that is, the fugitive nature of the manganese color is not rapidly manifest at a temperature of, say, 1,000° C.

The theory sometimes advanced for the burning out of color during the annealing process has been that a reaction takes place between some higher oxide of manganese and ferrous iron, whereby the iron is oxidized to the ferric condition and the manganese reduced to a colorless silicate. Representing the elements in the form of oxides, the equation has been written as follows: $Mn_2O_3 + 2FeO = Fe_2O_3 + TMnO$.

This explanation seems to me entirely erroneous. In the first place, the actual melt has been carried on under strongly oxidizing conditions; nitrates are present, serving to furnish an atmosphere of oxygen in the pot—not to mention the oxygen given off by red lead and manganese dioxide, and the oxygen contained in the air occluded in the loose batch as it is charged—hence, it would appear than any iron present must already be in the ferric condition when the melt is complete and the glass is plain.

Another theory proposed for the disappearance of the manganese color is that manganese sesquioxide, when its imparts a color to the glass, is in the colloidal condition, and that this colloid returns to the crystalloid or ordinary state at certain temperatures. Analogies are to be found in the case of certain ruby glasses, which lose their color upon being reheated. But, in the case of ruby glasses, it is usually possible to bring about the reverse change, and to restore the ruby color by proper heat treatment. In the case of manganese it is apparently impossible to restore the color by any heat treatment; the change is a permanent one. Moreover, sudden cooling from the molten state, which ought to have a maximum effect in causing the change from the colloid state, operates to maintain the manganese color, and it always requires slow cooling through the change indicated, or one prolonged heating at moderate temperature, to burn out the manganese color.

I wish to propose another explanation for the phenomenon, for which as yet I have only incomplete, but nevertheless convincing, evidence. It seems possible that a rearrangement takes place when glass colored by trvialent manganese is exposed to the annealing temperature, say 350° to 400° C. Such a reaction might be the formation of compounds in which the manganese plays an acidic role. Manganese dioxide, fused with an alkali in air or with nitrates, produces a green manganate. Suppose we assume then—neglecting for the moment the silica and other bases—that manganese trioxide behaves somewhat as nitric oxide does when dissolved in water; that is, part of it is oxidized and part reduced. In this case, we should

have manganous oxide, MnO, and some acidic manganese oxide, say, MnO_8. Manganous oxide, since it forms a colorless silicate, can be neglected, but the manganese trioxide may produce a green manganate with soda, potash or other bases present. If this explanation of the loss of color is a true one, it ought to be a fact that the more basic glasses suffer a greater loss of color, and this is borne out in practice. The effect, for example, of reducing the quantity of lead oxide in a heavy lead glass is always to make possible the use of less manganese in the batch. The reduction of manganese is greater in proportion than the reduction of lead oxide, and, moreover, the lead oxide, as now furnished to glass makers, is so nearly free from iron that no manganese as such ought to be necessasy, because of the presence of lead oxide. By increasing the basic character of the glass, however, a great proportion of lead might, according to the above theory, increase the rate of burning out of the color, and this is what does take place.

Another consequence of this theory would be that glasses containing manganese, if held at the annealing temperature for a sufficiently long time, would become actually green, and a more pronounced shade of green than if no manganese at all were present, since the green color of the manganate would be added to the green produced by the iron impurity. This has also been repeatedly noted in practice. My conclusion is therefore on this point that a rearrangement takes place, perhaps somewhat according to the following equation: $2Mn_2O_3 + R_2O = 3MnO + R_2MnO_4$.

It also seems that the influence of temperature on the speed of the reaction reaches a maximum probably somewhere near the softening point of the glass—that is, at about 400° to 500° C. The silica is probably a stronger acid at higher temperatures, and retards the formation of manganates. As stated above, this burning-out of color does take place, but more slowly, at higher temperatures, say 1000° C., so that, if the pot full of glass is left standing in the furnace indefinitely, the pink color entirely disappears, and it is common knowledge that glass so left in the pots becomes a very pronounced green. It is also true that ware that is treated for a long time in the annealing process in a kiln may be made to take on a stronger green color than the glass made of the same materials, with the exception of the manganese, would show.

I have already spoken of the comparatively rapid change in the color during the melting process. In terms of this theory, this change of color may be explained as follows: While the glass is melting, the first compound formed is probably the alkaline silicate, produced by the interaction of sand and an alkali carbonate of nitrate. This silicate then begins to dissolve the remaining silica, but it must be well toward the end of the plaining process, before the glass assumes anything like homogeneity. Therefore, there will be present local areas of highly alkaline glass, and in these areas we would expect the formation of manganate to take the place very readily. When the glass is plain and all the silica dissolved, and a more homogenous liquid formed, the entire mass may be said to be distinctly acid in character, and the change in the form of combination of the manganese takes place much more slowly.

Certain lines of experiment are indicated which may serve to show whether this theory of manganate formation is correct or not. These have not yet been completed. For instance, if manganese dioxide is fused with soda and nitre, it forms a green manganate; if this material is introduce into a glass batch, it should be possible to produce a green glass, especially if the proportion of silica to bases is not too high. Such a glass has been prepared. It is easy to see how manganates may form during the melting process, and partly melted batch has been taken from the pots, exhibiting this green material. Perhaps this manganate dissolves to some extent unchanged, and to that extent neutralizes the color of the trivalent manganese. I might suggest here that it is barely possible that the trivalent manganese gives up oxygen, which is retained in the glass under tremendous pressure, so that the actual bubbles of the gas do not appear. While this is within the range of possibility, it seems unlikely for obvious reasons. Moreover it would not explain the tendency of glasses containing manganese to become actually green upon continued heat treatment. From the facts at hand, therefore, I believe that the theory of manganate formation seems reasonable, and I am endeavoring to find still more evidence which will tend to prove or disprove it.

Other decolorizing agents, which offer possibilities are nickel and selenium. Nickel has the advantage of being unchanged by heat treatment, but the disadvantage of a general absorption of the light waves, which is only partly selective. We are indebted to Zsigmondy for the best work on the absorption of light waves by various bases in glass. This lays the foundation for scientific work on decolorization. It is obvious that, in order to decolorize glass, the bases introduced must be of a nature and amount to absorb all wave lengths equally. In order to do so where nickel is used, cobalt also must be added, and the total absorption is apparently greater than when manganese and cobalt are used. The result is a darkening of the glass, that is, less light is transmitted. However, work is being done on the problem of using nickel, especially in soda glasses (which is again a less favorable condition), and it is possible that, by a proper combination of elements, this darkening effect may be minimized.

Selenium as a decolorizer is almost prohibited by the fact that the development of the red color necessitates reducing conditions, and these are difficult to control. Kraze has worked out very thoroughly the

behavior of selenium, and (although this element is successfully employed in the production of ruby glasses, it is very difficult to control in any glass, and it is improbable that it will come into general use as a decolorizer.

The problem of a decolorizer seems to resolve itself into:

(1) A development of a nickel-cobalt combination, which will absorb sufficient green without darkening the glass to a great extent.

(2) A means of introducing manganese in some combination which will be more stable than the oxide under the conditions of the melt. The phenomenon of burning-out of color, however, will probably persist whenever manganese is used, and this makes the matter of color adjustment a very delicate operation.

It is rarely that one finds a piece of tableware that is truly colorless; most of them show either a pink or a green tint. The development of a perfect decolorizing mixture is one of the greatest needs of present-day glass making.

READS LIKE MODERN FICTION.

BEING in need of operatives at one time, E. D. Libbey, visited Wheeling, W. Va., to secure men for his cut glass factory at Toledo, O., and having employed as many as he wanted was about ready to take the train home when a man sent word to him in his room at the hotel that he would like to see him. On entering, this man told him that he was Michael J. Owens, a glass blower, and that he understood Mr. Libbey needed help. On the reply that all of the help necessary had been secured, Mr. Owens remarked, "You had better take me. I'll be a valuable man for you." Perhaps it was this self confidence in what he could accomplish that attracted Mr. Libbey to Mr. Owens. At any rate, there was something which induced Mr. Libbey to take the young man home with him.

For centuries the manufacture of glass had been accomplished by expert blowers whose work was performed through sheer strength of muscle and lung power. The work was of a character to sap their life very quickly, the longevity of glass blowers being perhaps the shortest of any of the trades. They acquired great skill in the handling of molten glass, and received very high daily wages. Their labor became spasmodic and unreliable, and their attitude toward their employers most exacting.

Considering the unhealthy features of the profession and the unsatisfactory state of affairs between employer and employe, it was natural that mechanical means should be thought of to take the place of these comparatively few skillful but exacting glass blowers, A machine to do part of the work had been designed by others, but it was left for Mr. Owens' brain to evolve the machine that has come into world-wide use. Mr. Owens began to work out the rather crude idea which he had in his mind in 1897, and continued without interruption during eight years, when he had constructed a machine which he and Mr. Libbey regarded as practical, and which would manufacture bottles commercially at much less cost than they were being manufactured under the old method, and would solve many problems of the glass manufacturer.

Not long before this time the Toledo Glass Co. had been organized to manufacture tumblers, lamp chimneys, etc., on a machine designed by Mr. Owens. This business, however, was sold out, and the Toledo Glass Co. became the parent organization of the Owens Bottle Machine Co. and all its allied interests. It was the original intention of the Owens company to limit its operations to the manufacture of the bottle machines and license their use. For a number of years the business was so conducted, but of late the company has found it desirable to engage in the actual business of making bottles for the trade, and it is to-day the largest manufacturer of bottles in the world.

The United States uses more bottles than any other country, the consumption here annually being in excess of the bottles used in England, France, Germany and Austria combined. About sixty per cent of all bottles used in the United States are made on the Owens machine. The rapid development of the uses of bottles throughout the world is the result of the Owens machine, which produces a bottle of uniform capacity and quality and at a cost twenty per cent less than prevailed before its introduction.

The machine is adapted for the manufacture of bottles ranging in capacity from one-tenth of an ounce to thirteen gallons. It is automatic in all its workings, and requires attention from one man only. From the time the "batch" of crude materials is dumped from the wheelbarrow at the mouth of the furnace to be melted down into glass, to the removal from the cold end of the lehrs of the finished bottle, no human hand touches it; but the many "hands" on Mr. Owens' machine appear to be even more than human because of their greater precision and uniformity of working. It is a rapidly working machine, the latest type being capable of producing 75,000 quart jars in a single twenty-four hour day. Such a machine is naturally complicated and of great size, the largest type for the manufacture of carboys weighing 200,000 pounds, requiring for shipment the use of five box cars, and costing $37,000 to manufacture.

The machine is now in use in every industrial country in the world; and even in China and Japan, where labor is cheapest, the Owens machine will soon be manufacturing bottles.

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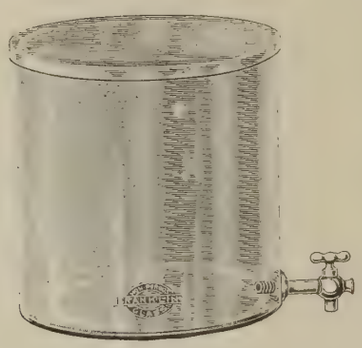
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"The Isles of Greece, the Isles of Greece,
Where burning Sappho loved and sung—
Where grew the arts of war and peace—
Where Delos rose and Phoebus sprung!"

IF never a poet had crystallized the classic epoch nor enmeshed the spirit of the Attic age in silvery words and encrusted literature with "the grandeur that was Rome," there would still be dreams of the lost glory for the Passionate Pilgrim of today to find, says an unknown writer in the New Orleans "Picayune."

The white splendor and the pure magic of mind that built the Acropolis and filled the vale of Tempe with glimmering nymphs lies hushed in the marbles and the relics discovered by modernity. Like light which travels from a dead star, that life and the beauty comes down to us in the utilities and arts of the time. It is tangible substance, this value, which will create the worth of a broken sculpture or a bit of pottery. To one person, the fragment of a victory means nothing, while another will build by it a whole heaven full of dieties and argosies without number melting into prospectives of pearl.

The value is in the mind and the eye of the beholder. It is only to be gauged by imagination.

So in the gossamer balance of pricelessness hangs the wonderful collection of Graeco-Roman glassware and ancient pottery which has just been presented to the Delgado Museum in New Orleans by Mr. Alvin Howard, of that city.

The collection is one of the finest of its kind in America and quite comparable in its beauty and antiquity to that of the Metropolitan Museum in New York. It was gathered by Mr. Howard with his young sons in his journey abroad, part of it purchased in 1897, some in 1904 and the remainder in 1910. The glass vessels were taken from the tombs of Kertsch in South Russia. These were the tombs of the Scythian kingdom and part of this same excavation is in the Metropolitan Museum. They date from a period several hundred years before Christ to 300 A. D. The pottery, some of which was excavated from the region about Khaiffa near the site of the ancient city of Tyre, has fine examples of the period 600 B. C., to 380 B. C. The collection was passed on by the curator of the British Museum and examined and approved by the noted Kuntz, the Tiffany expert.

The pottery and glass fills a large case and cabinet, Mr. Howard's gift at the same time. The handsome cabinet contains the glass—ninety-one pieces, each of which in its loveliness, like the Venus of Milo, is worthy its own solitary setting. Delicate, fragile, bubble-breaths of beauty, these filmy flowers of handicraft are ours to look at with the mystery of over 2000—indeed, of nearly 3000 years upon them. All the lyric simplicity of an art in its Aprillian freshness is here.

Art, like life, is keen edged in its youth. In nature the budding of the year's beauty speaks in lines, the sharp silver lines of spray and twig. And what is art but the pure superb anthithesis of nature, of man expressing the divine impulse within.

The seasons of art, also, are spring, summer, autumn and winter!

In the perfection of their arts, the Japanese have learned the subtle truth that the unfinished hold the magnetism of suggestion. However smooth its spirit, Japanese art never satiates. The same charm invests these rare and beautiful articles, but it is the charm of a sure, yet an unsophisticated art. The lyric beauty of line and form, the freshness of imagination in design, become doubly fascinating as one notes how these surmount the crudities of method. The vase of pottery that was probably a trophy in some athletic contest will be decorated with a picture of gymnastic exercise in which vitality is simply bursting through archaic compression. The pure joy of a glass amphora that is ravishing in its lightness of curving form will show the broken base which the glass molder snapped from the rod and the molten handles seen plastic yet in the soft twist and the pinch with which he finished them.

The collection is peculiarly valuable in its quaint revelations. There are specimens of the very early glass works that are called "primitives," others of the stage when glass vessels were made in a mold and of the exquisite craftsmanship of the first glass blowers. It is difficult, however, to place glass or pottery accurately as the products of any one people. In those pristine times life was one busy interweave of battle and victory. The products of one land became the spoils of the next. The continual shaking up of developing civilization diffused their culture and inventions, and what was born in Egypt has been attributed to Syria and the first arts of the Greeks traced to shores farther yet.

Glass-making, according to Pliny, was invented thusly: "That part of Syria which borders on Judaea, and is

called Phoenicia, has at the foot of Mt. Carmel a swamp named Sendevia. Here riseth the river Belus, which, after a course of five miles, empties into the sea near the colony Ptolmemais. This river runs but slowly, and unwholesome is its water, though used in many sacred ceremonies. Its bed is muddy and deep. . . . At ebb-tide there is left here a very clear, bright sand which extends as far as 300 paces. Now there arrived at this place one time certain merchants in a ship laden with nitre, and, being minded to cook their dinner on the shore, and finding no stones close at hand, they made shift to support their kettle with blocks of saltpetre from their ship. After the fire was made they noticed, mixed with the sand beneath the pot, a very bright and clear stream; and this was the beginning of glass."

Nor is this less plausible than Charles Lamb's story of the discovery of roast pork!

But one age is always actively engaged in analyzing the source of preceding culture. Archaeologists now despoil Phoenicia of her historic eclat. The invention of glass is firmly attributed to modern scientists to the Egyptians in the Fourth Millenium, B. C. The point need not be argued—suffice it to say that hundreds of years before the Christian era many of those ancient countries encrusting the Mediterranean had their glass manufactories, though for many years the east coast of the Mediterranean knew glass only as a costly import. After the time of Job there were glass factories at Sidon.

The "primitives," which were small jugs, were modeled over a core. While still hot threads of glass were applied and pressed into the body of the jug by rolling on a stone. An instrument, comb-like, to which the threads of glass attached, was used, so that a perfectly parallel design of waving lines was secured. This technique was first practiced in Egypt during the eighteenth and nineteenth dynasties, and was continued until the invention of the blowing tube, which gave an impetus to the manufacture of glass, not only in Phoenicia, but Syria and Judea. "Jewish glass" was famous in the middle ages. Even in the last century glass-makers were seen at work in Hebron, and their products sold in the Palestine markets.

Another type of glassware was made by pouring the liquid into moulds. Later it was forced in by the blowing tube.

In the mold, the glass was removed before entirely cool, and the halves of the vessels welded together. This method was practiced in Phoenicia from the Hellenistic time—the epoch that produced the Apollo Belvedere. The glass-molders delighted in varying their designs with faces and fruits in ornamenting their flasks or vases with patterns applied with wooden instruments. But with the art of glass-blowing came the delicate vessels, luminous and light as bubbles. Among the earliest, and most charming in an archaic simplicity, are the plain blown vases. The Howard collection has many fascinating specimens of these, decorated with threads of glass applied plastically. One of the primal types with bubble body has a neck slender and long as a lily stem, with the glass thread wound about it in imitation of the cord which fastened the sealing of the flask. It is exceedingly effective, in that the glass thread is a different color from the rest of the bottle. Wonderful in clear decorative beauty those glass-blowers of old used the molten streams to decorate bodies of vases, bottles, jars, bowls. Liquid color, soft as velvet, bloomy as a grape, forms the handles of vases and twines, richly ornate, about the brims and bases.

Yet it is not simply as pristine articles of art that the glassware has such value; it is as well for the color produced by time and the chemical action of the earth. It is unsurpassed by all the beauties of modern invention. Partly due to disintegration of the surface of the glass, which of course may prove disastrous to the preservation of specimens, but it is lovely beyond compare. Memories of eerys imagery, of fauns and fairy creatures, memories of rare, sumptous extravagance, jeweled goblets, women with bodies of ivory and hair spun of gold, of poems and the shimmer of the blue Aegean sea between clear white marble tracery, the blowing of almond tree petals, song and the thin tinkle of a lute, promise and prophesy of oracles, girls and garlands and the rich store of a philosophic vision, bright-eyed gods walking through the brazen clash of battle, and flames shining in the topless towers of Illion—all this mirrored in the iridescence that glows strangely on two thousand-year-old glass!

It is the phosphorescent glimmer of the dead
The ghost of the past in a phantom of color, thrillingly lovely, hovers in flecks and shades of surface.

There is one little amphora in the Howard collection which is uncanny in its revelation of exquisite hue from different views. Peacocks, blazing in the sun, Phryne in her beauty bare—where are the dreams of yesterday? They are here, shut into a gold-flowered cabinet, for the commonest vision to find!

There are numbers of these marvelous vases and amphorae, by the way, were made with a pointed base to be pressed into the soil or soft sand and so upheld. Later, they were fashioned with a base of small feet and were the noble ornaments of the household, and the grace of festal occasions. The small amphorae, two or three inches long, were little drug vases and receptacles for the fragrant oils that glossed and perfumed the beauties of that age. These oils were made from rare materials, such as certain wax of honey bees. Oil was also distilled from mussels, from which was obtained the wonderful Tyrian purple one reads about.

Told in Pictures

A PHOTOGRAPHIC DEPICTON OF BOTTLE-MAKING

Illustrations showing the process, from the preparation of the ingredients to packing and shipping the finished article.



MIXING THE RAW MATERIALS—SAND, SODA-ASH, LIME, ETC.



"CULLET"—LUMPS OF RAW GLASS, THE RESIDUE OF PREVIOUS MELTINGS—WHICH, TOGETHER WITH IMPERFECT AND BROKEN BOTTLES, IS ADDED TO THE BATCH.



CHARGING THE FURNACE.



A PORTION OF THE MELTED MIXTURE IS DROPPED INTO THE MOLD, AND COMPRESSED AIR INTRODUCED, WHICH FORCES THE VISCID GLASS INTO SHAPE.



FROM THE MOLD THE BOTTLE IS TRANSFERRED TO THE ANNEALING ROOM BY THE BOY ON THE RIGHT, WHO HOLDS AN IMPLEMENT WHICH CARRIES FOUR AT A TIME.



ANNEALING OVEN, CONTAINING AN ENDLESS BAND ON WHICH THE BOTTLES SLOWLY TRAVEL THROUGH LOWERING TEMPERATURES.



TURNING THE MOLD.



CUTTING MONOGRAM OR INSCRIPTION IN MOLD.



AFTER HOURS OF GRADUAL COOLING THE TRAYS OF BOTTLES APPEAR AT THE OTHER END OF ANNEALING OVEN.



INSPECTING BEFORE PACKING.

Knowing the Origin of Goods.

JUST about a year ago the members of the sales force of Albert Pick & Co., Chicago, led by a few energetic spirits, formed themselves into Pick's Progressive Association. The purpose of the organization was to derive benefit from the study of merchandise sold by the company in the everyday routine of business. The study, however, was not to be superficial. The research was to go back to the starting point, and the members were to learn how the things are manufactured. To that end H. C. Fry, of the H. C. Fry Glass Co., was invited to deliver the initial "lesson." He came, and told the audience, at a big meeting held in one of the local hotels, exactly how glass is made. He had raw materials, charts, figures, and everything else needed to make his talk perfectly clear. Officials of other factories followed Mr. Fry at the monthly meetings, and the membership of the Association grew until it now includes practically every man on the sales force.

A short time ago an exceptionally fat dividend on both preferred and common stock was announced by Albert Pick & Co. More important, and more significant, than the dividend, however, was the announcement that the business during the eight months prior to September 30, 1916, had increased forty per cent.

Is there any connection between this remarkable expansion and the formation of Pick's Progressive Association? The writer believes that there is. The salesmen of the company must have been more efficient during those eight months than they were in the eight months prior to September 30, 1915. The conditions under which they sold were much the same. The war was in progress then, and the factories were just as nearly swamped with business. The personnel of the sales force had changed but little, and there have been no changes at all in the management. Therefore it would seem that the monthly meetings of Pick's Progressive Association, and the careful explanations of how glassware, chinaware and cooking ware are manfactured, must have borne fruit.

"Know the truth, and the truth shall make ye free," was never better exemplified. The truth will make a salesman free in the sense that it will make him more efficient, able to sell goods where the other fellow has failed, respected and admired by the firm for which he works—and by the firms which are trade competitors of his company. His services will become a valuable commodity, the price of which will advance under the stimulus of bidding by rival employers. If he is working on a commission, he earns and saves more money. From an ordinary order-taker, commanding just enough business to hold his job, he has become a real salesman, an expert in a field where information on the fine points distinguishes the star from the ordinary plug. Since this is an age of specialists, the advantage of a firm with an all-star sales force, who know the game from start to finish, is at once apparent.

The experiment of Albert Pick & Co. indicates very clearly that knowledge of the origin of goods is a wonderful aid to the salesman of crockery, glass, lamps and housefurnishings. The great body of salesmen know little about how goods are made. They have a vague knowledge which they have gained in spite of themselves; but when it comes down to a fine point they are forced to shake their heads and make the fatal mistake of confessing to the man to whom they are trying to sell that they know no more about the matter then he does. Whenever a buyer discovers that he is dealing with a salesman who does not know more about his particular line than he does, nine times out of ten he will turn him down. At the best he will never have a great deal of confidence in that salesman.

Too many times salesmen, representing crockery and glass factories, let us say, try to cover their lack of knowledge by throwing a bluff, consisting in the presentation of windy platitudes, which when boiled down mean neither yes nor no. Unfortunately for this type of salesman, two-thirds of the buyers of the country are fairly smart, and the simulation of knowledge where there is none no more fools them than the text-book bluff of the lazy schoolboy fools the bespectacled master.

The importance of knowledge of the factory origin of goods is demonstrated so many times in the course of trade that one wonders, sometimes, why salesmen do not better fortify themselves in this respect before embarking on the turbulent sea of competition. The writer knows a salesman for an import house in the East who went in the front door of a schoolhouse when he was very young and passed out the back door a few months later, taking with him nothing he couldn't carry in his hands. He knows nothing about art, and prefers rag-time to opera. He can't talk intelligently on literature, and would be dreadfully confused on an-

cient history. But how that bird does know china! He has the buyers buffaloed. None of them attempt to tell him anything about that particular article. They just about let him write out their orders, and are content to affix their signatures. This salesman lives on the fat of the land and is welcome wherever he hangs his hat. Men with college educations envy him, and wonders how he does it. They seldom stop to think that the secret of his success is his specialized knowledge of china, from the time it comes out of the ground until it decorates milady's table.

Of course, knowledge of the origin of goods is not the only kind a salesman must have. Knowledge of human nature is equally important. How to handle a troublesome customer is something which a good many salesmen have to learn. For instance, there was, and still is, a certain variety store owner in a Western town whom many concerns would not sell, because he had a bad habit of finding himself short on all shipments. If a package of tumblers arrived it was half a dozen short, according to a sharp letter which the company never failed to receive. By comparing notes the various concerns which had been selling this fellow discovered that he had not received an order in three years which was not short. After learning the truth they decided they did not want his businsss, and thereafter he had a hard time getting goods, for salesmen visiting his town were given very specific orders to "pass him up"—with one exception. This concern continued to sell him, pocketing the losses on his alleged shortages. One day, however, after a particularly flagrant shortage, it decided to cut him out. The young salesman who had been making the town was told to visit the offender no more; but he countered the instruction with the announcement that he had an idea.

"He has just sent in an order for an alabaster vase," said the salesman. "It's one of the big sizes. Ship it to him in a separate package, and leave the rest to me."

When the salesman arrived in the town he dropped in to see the merchant.

"Did you get that vase all right?" he asked.

"Oh, yes," replied the dealer. "We've just unpacked it."

"How many were you short?" asked the salesman, pointedly.

The merchant flushed, but had nothing to say. Then the salesman cut loose on him. He told him why his place was being passed up by the other salesmen, and laughed at his claims that his shortages were genuine. He showed figures which proved him a liar.

The merchant was a hardened old crustacean, set in his evil commercial ways, but he "crawled" after a while. Then the salesman talked to him until in the end he had exacted a promise that nevermore would there be shortages in goods shipped by the salesman's company. And there never were.

This salesman understood the value of being bold once in a while, and did not hesitate to show a man to himself when he felt that the process might work out to advantage. He knew—because he understood human nature—that he could pursue a course with this merchant which might have got him thrown out at the hands of a different type of man.

In the past two years, or since the war practically cut off extensive importations from abroad, salesmen for domestic china factories have found great need for special knowledge. The opportunity of the domestic factories to push their goods has been very apparent to everybody, unless the domestic factories themeselves be excepted. Buyers have been seeking high-grade domestic lines of dinnerware which will compare favorably with the best manufactured abroad. The salesmen of these factories have been asked some very pointed questions, and have felt the need of brushing up on their knowledge of the manufacture of china and near china, both at home and abroad. Which goes to prove again that knowledge of the origin of goods, added to the other varieties of knowledge, is a very valuable sort to possess.

"IT IS TO LAUGH."

WHEN a layman undertakes to write about porcelain-making he usually makes a mess of it; and Frederick M. Kerby, writing in the Newark "Star-Eagle," is no exception. The article is so ridiculous that we reprint it in full:

Two years ago nobody in America thought that it was possible to manufacture porcelain in the United States from American clays.

England, Germany and France have always supplied the clays from which porcelain and other fine clay products and crucibles have been made in this country.

To day Secretary of Commerce Redfield is very proud of samples of porcelain vases made in his own department which equal anything from the finest porcelain manufacturing establishments abroad.

When the European war restricted imports of clay from abroad the United States Bureau of Standards at its Pittsburgh laboratory undertook a series of experiments with American clay to see if it could produce the fine glaze which distinguished the imported product. The glaze is produced by burning the clay.

The experiments of the bureau were entirely successful, and American manufacturers were advised of the results and of the fact that American clay could be obtained which, with slight treatment, could be made equal to any of the imported clays.

Many of these are found in the South, and are now being produced for commercial use.

To-day there are two establishments making the best type of chemical porcelain from these American materials, and others are expected to follow in their footsteps.

Samples of this American-made porcelain ware are already beginning to find their way to market, and a new American industry on a permanent scale has become an accomplished fact.

WE EXTEND TO OUR FRIENDS

The Compliments of the Season

THE BEST THE MARKET AFFORDS

Heisey's 

Glassware

All things considered, the highest grade glassware at the lowest cost

MANUFACTURED BY

A. H. HEISEY & CO.

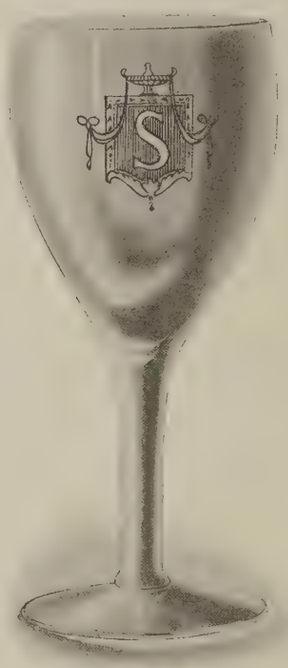
NEWARK, OHIO.

"WHERE GLASS MAKING IS AN ART AND QUALITY REIGNS."

New Creations for 1917.



364—9 oz. Goblet Optic
Etched 22



815—10 oz. Goblet Etched Crest



720—9 oz. Goblet Cut Stem
Etched 15

Central Glass Works,

WHEELING, W. VA.

A. P. DOCTOR,
66 West Broadway,
New York.

THOS. DOWNS, JR.,
610 Denckla Building,
Philadelphia, Pa.

GREEN & THOMAS,
33 S. Charles St.,
Baltimore, Md.

R. J. LEWIS,
14 Blymyer Building,
Cincinnati, O.

THOS. H. BUTCHER,
at the
Sherman Hotel,
Chicago, Ill.,
during January, 1917.

HIMMELSTERN BROS.,
718 Mission St.,
San Francisco, Cal.

E. S. PEASE CO.,
700 Main St., Buffalo, N.Y

GEO. D. DINKEL,
157 Federal St.,
Boston, Mass.

BERSBACK, MALONEY & CO.,
304-5 Enterprise Building,
15th and Champ Sts.,
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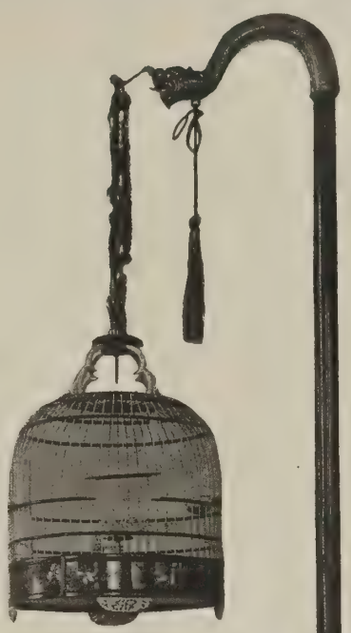
The American Import Co.,

San Francisco. Kobe. Shanghai. Pekin. New York.



Bronze, Silver Inlaid.

Announce the opening of a *permanent sample room,* 220 Fourth Avenue, New York, displaying an *unusual line* of *Oriental* creations—our own *exclusive* designs.



JAPANESE

Bronzes.
Potteries.
Lamps.
Silk Lamp Shades.
Brocades.
Teak Wood Novelties.
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THE AMERICAN IMPORT CO
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CHINESE

Embroideries.
Brocades.
Antique Bronze.
Antique Potteries.
Art Objects.
Korean Furniture.
Bird Cages.



Chinese Antique Bronze.

NEW YORK:

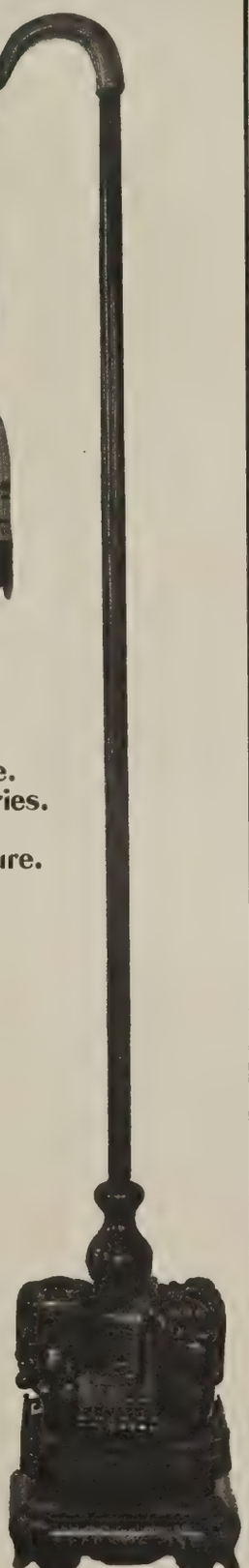
220 Fourth Avenue.

DISPLAYING

Pittsburgh, Fort Pitt Hotel, during January.
Chicago, Palmer House, after February 10.

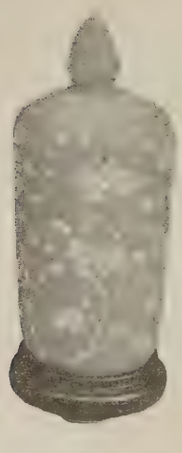
The American Import Co.,

SAN FRANCISCO.



Chinese Bird Cage and Stand.





A COMPREHENSIVE showing of Old Chinese Art Reproductions, Bronzes, Exclusive Art Objects, etc. Especially selected for those desiring to avoid duplication. Detailed descriptions and prices of any of the objects shown herewith upon application.

1917 Import Samples of Chinaware, Toys and Novelties now await your inspection.







Takito, Ogawa & Co.

325 W. Madison St., Chicago, Ill.
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THE

Taylor, Smith & Taylor Co.

POTTERS,

EAST LIVERPOOL, OHIO,

Extend Greetings to the Trade for 1917
and beg to announce their

AVONA

DINNER SERVICE.

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Pottery—Chester, W. Va.

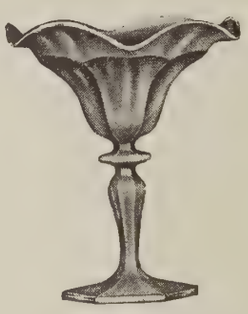
Chicago—Palmer House, February. Wm. G. Jackson.

Pittsburgh—Fort Pitt, January. Cecil E. Taylor.

New York—Imperial, room 257, February. W. C. Lynch.



No. T 314 Candlestick
4½ inches



No. T 850 Fruit Sherbet
5½ ounces





No. T 750 Salt
Aluminum Ring
Glass Top



No. T 1009 Goblet
9 ounces

A quality tableware made exclusively by

The Jefferson Glass Company

Follansbee West Virginia



No. T 43 Salted Almond
3 inches

Meakin & Ridgway,

129 Fifth Avenue,

New York.



Ridgway's

Old England Specialties:

Hotel and Dinnerware.

Thos. Webb & Corbett, Ltd.

Rock Crystal Glassware.

J. & G. Meakin, Ltd.

Granite and Decorated Earthenware.

W. Adams & Co.,

Reproductions of Old Adams Ware.

Cook and Serve in the Same Dish—"Guernseyware."



ELECTRO-DECORATED CASSEROLE.

Double-Fired, Guaranted Porcelainware.

THREE WONDERFUL COLORS:

IVORY WHITE, BROWN BETTY and OLIVE GREEN,

In Plain Colors or Decorated.

"GUERNSEYWARE."



TEA ON TILE.

A plant of almost four acres. The largest of its kind in the world. Producing cooking ware of the better kind.

CATALOGUE

illustrating many attractive, quick-selling items in "Guernseyware" mailed to reliable dealers on request.



TEA ON TILE.

The Trade Mark That Introduced the Casserole to America.

THE

Guernsey Earthenware Co.,

CAMBRIDGE, OHIO.

Producers of "Guernseyware."

VOGT & DOSE

FRENCH CHINA



DINNERWARE

TWENTY-ONE STOCK PATTERNS carried in stock. *All* are medium-priced and show *Taste and Originality.*

SAMPLES FREE ON REQUEST.

Largest single line of WHITE CHINA on the market. Also carried in stock in New York.

OUR FACTORY IS WORKING AND WE ARE SHIPPING AS USUAL.

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65 BARCLAY STREET, NEW YORK.



Quality.

That product which combines the best material, the best designing, and the best workmanship procurable, must of necessity stand pre-eminent.

Such a product is "Dresden China."

On display during January, Nineteen-Seventeen, at the Fort Pitt Hotel, Pittsburgh, in room Four Hundred Thirty-nine, in charge of Mr. L. B. McNicol.

The Potters' Co-operative Company,
(Dresden Pottery Works.)
Established 1876.
East Liverpool, Ohio.



ACCEPT OUR

COMPLIMENTS OF THE SEASON!

L. D. Bloch & Co.

Manufacturers and Importers.

China	*Marble Statuary*	*Lamps*	*Bronzes*
Glassware	*Marble Pedestals*	*Lamp Shades*	*Electroliers*
Beer Steins	*Marble Bowls*	*Candle Shades*	*Silverware*

153-157 Fifth Avenue
AT 22ND STREET.
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INDIANA GLASS COMPANY,

Dunkirk, Indiana.



No. 160. Cream.



No. 160. Tumbler.

Samples will be on display at Room 708, Fort Pitt Hotel, Pittsburgh, Pa., during January.

BRANCH SAMPLE ROOMS:

Chicago, 30 East Randolph Street.
St. Louis, 325 Locust Street.
Omaha, New Woodmen Building.
Baltimore, 21 North Liberty Street.
Philadelphia, 1007 Filbert Street.
New York, Fifth Avenue Building.
Boston, 157 Federal Street.
Buffalo, 523 Main Street.

Export Sample Room:

26 West Broadway, New York City.

"Slightly Disfigured,
But Still in the Ring."

W.S.G.

Wishing Our Friends
The Compliments of the Season.

The W. S. George Pottery Co.,
EAST PALESTINE, OHIO.

ESTABLISHED 1865.

JESSE DEAN, Inc.,

76 and 78 Carroll St., Trenton, N. J.,

IMPORTER AND MANUFACTURER

Fine Decorated China and Glassware.

Open Stock Dinner Ware and Fine Monogram Work
A Specialty.

"DURABLE COIN GOLD."

WITH improved system, modern methods and increased facilities we are able to supply the former patterns of incrusted and other desingns more promptly and executed with greater care than ever before. In addition to the French china wares which have given us our reputation in the past, we have recently added a large and attractive line of glassware of best shapes and finest quality, decorated with incrusted, relief and gold band patterns, to which we invite your special attention.

JESSE DEAN, Inc.

New York Office:
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New York City.

Factory and Decorating Shop:
76 and 78 Carroll Street,
Trenton, N. J.



The Pinholing of Glazes.

THE pinholing of glazes is a problem that is encountered to a more or less extent by practically any one requiring the use of the various types of common glazes, says H. J. Knollman in Vol. XVII "Transactions of the American Ceramic Society." The pinholes themselves are of different types, depending upon the kind of glaze considered. The type of pinhole, here referred to, is that occurring in glazes that are more like glasses, and not of such types of glaze where the pinhole is due to failure of drying or shrikage cracks in completely heating up. This phenomenon may appear in various stages of development. One rather common stage, especially where the glaze is heavy enough, is where it contains numerous small bubbles under the surface of the glaze. When these bubbles come to the surface and leave small depressions, they are designated as pinholes. If the trouble becomes an exaggerated one, it may take on the form of blisters. On the other hand, if it is only slight, we have the production of an eggshelled surface. In the decorating kiln, a defect similar to and allied with pinholing is known as spit-out.

In Seger's "Collected Writings," we find that he recognized these defects and attributed them to be due to sulphuring, the sulphates being either introduced on purpose, or through impurities in glaze ingredients, water used in the preparation of glaze or by kiln gases. Too early interruption of the glost fire or too hard boiling of the glaze are also given as causes. In Vol. II "Transactions American Ceramic Society," S. G. Burt attributed the bubbling and blistering of glazes to sulphates present as a scum on the body, rather than sulphuring of the glazes themselves. The solvent action of the glaze resulted in the decomposition of the surface sulphates and the freeing of gas. He got around the trouble by using a higher silicate glaze, on the theory that it would have less solvent action on the body. A change of body also helped the trouble. E. Mayer, on the other hand, found that softening the glaze generally helped the trouble. Mr. Gray, in Vol. VII "Transactions American Ceramic Society," found that too quick cooling of the glaze caught it in a boiling condition without giving it time to smooth out, resulted in bubbled or blistered glazes. In Vol. IX of the "Transactions," R. C. Purdy, in his article on fritted glazes, attributed the pinholing of glazes to carbon which had been entrapped by the glaze during the fritting stage of glaze formation. This carbon would later go out through the glaze as the gas, carbon dioxide, leaving pinholes in the glaze.

It is the purpose of this article to set forth some observations and theories which tend to show that the pinholing of glazes is primarily due to the viscosity of glazes, and that under certain rather unusual conditions, it is essentially a water smoking phenomenon. The type of glazes particularly referred to are the medium fired cone 8 to 10 porcelain glazes, such as are used on green vitreous and fireclay sanitary ware. They are burned in commercial muffle kilns, soft coals being the fuel used. Pinholes would appear in the glaze in varying numbers and often in a somewhat elusive and mysterious manner. It was a rather common experience to have several kilns with the ware coming out badly pinholed; then presently a kiln would come along in which the ware was altogether free from pinholes. The good glaze was not confined to any particular kiln or kilns. Yet, from a study of the methods of firing and kiln records, no difference in the details of firing could be detected, and no satisfactory reason as to variation in firing producing the pinholes could be advanced. Even in the same kiln, at times, part of the ware would be badly pinholed, while part would be comparatively free from them. At times, a piece here and there would be entirely free from pinholes, while the rest of the ware would contain many of them. Hence the pinholes often appeared in a sort of hit or miss fashion, although as a rule they appeared with great regularity.

Carbonization and sulphuring of glazes have been the two main theories that have been advanced as to the cause of pinholes. To see which of these, or if both, were

the cause of the trouble, many variations in firing were tried, but without any tangible results. It did not seem to make any material difference whether the burns were reducing or oxidizing during the different stages of the burn. The analysis of the waste gases under normal firing conditions showed the burn to be oxidizing throughout. Even after fresh fuel had been put on the fire, it required but a few minutes for the burn to become an oxidizing one. Since the pinholes might be present in such numbers as to dim the lustre of the gaze, the trouble could hardly have been due to carbon. Moreover, it is hard to see how carbon could have been entrapped in the interior curved surface of a piece of ware, which was not incapable of being pinholed as badly as the rest. As the ware was carefully brushed free from all dust before glazing, the trouble was not due to any such conditions. Thus it seemed as though the trouble must be due to sulphuring in some form or other.

During one of these worst sieges, it was found that the amount of clay ware present in the kiln had a considerable influence on the appearance and degree of pinholing. Kilns containing large massive pieces of fireclay sanitary ware with little or none of the smaller vitreous white ware would almost invariably bring out ware in which the glaze was free from pinholes. If, however, the amount of fire clay and green vitreous ware approached half and half, pinholes would be almost sure to be present, while if the kiln was completely filled with small vitreous ware, the ware would always be badly pinholed. If the kiln contained a large amount of fireclay ware, such as bath tubs, etc., it could not be filled as solidly as in the setting of all smaller ware, and as a result there was a large open space in the top of such a kiln, whereas the other kilns would be filled more solidly and were set so as to be filled nearly to the crown of the muffle.

This condition led to the conclusion that the water smoking must have considerable to do with the trouble. The moisture coming off from the green ware during this early stage of firing would combine with SO_2 and SO_3 from the fuel gases to form sulphuric acid, which would then be deposited upon the ware as an acid dew and would soak into the glaze and ware to a more or less extent, depending upon the length of time to which the ware would be subjected to these moist gases. The large fireclay goods are necessarily heavily grogged and so are more open and porous, which favors the rapid and free expulsion of the water. This water vapor would naturally go to the top of the kiln, where it would stay until expelled entirely by the action of increasing heat. Since the top of the kiln does not contain any ware in this case, the heat can get at the ware as a whole more rapidly, and so help to expel the water from the clay more rapidly. Hence, this ware escaped being sulphured to any extent, since the moist sulphurous gases were not



OPEN STOCK FIXTURES, SHOWING EACH SECTION SEPARATELY, AT WOODWARD & LOTHROP'S, WASHINGTON, D. C.



Butterflies on Matt Background.

By Pioneer Cut Glass Co.

allowed to find lodgment on the ware.

If, however, more of the green vitreous ware is placed in with the fireclay, the kiln is not only set denser, but more water is also introduced, due to the mechanical and chemical water present in the clay. Hence, in kilns which are completely filled with all green vitreous ware, especially when filled to capacity, we have the conditions most favorable to sulphuring. The vitreous ware is a dense body, and when it is set close together in a kiln, it is obvious that it will take a much longer time for the heat to expel all the moisture. Consequently, not only much more moisture and sulphuric acid is formed, but the ware is subjected to this sulphuring to a greater extent as the moisture deposits on the ware from point to point until finally driven entirely off. This seems to be the most tenable theory as to why the kilns filled with all vitreous ware should be pinholed so badly, while those set more openly would contain ware free from pinholes, other conditions remaining constant. It seems to be due to a sort of mass action effect, in which the time factor plays a part.

Quite often there are a few pieces present in a kiln that are comparatively free from pinholes, a few more pieces that have only a few pinholes, while the rest are heavily pinholed; these facts indicate that it is a dew point phenomenon. A spot, which seemed to be particularly favored, is that immediately around the center well hole of the kiln. Now this spot naturally becomes hot more rapidly than the other parts of the kiln, and this heat is conveyed to the ware at this point. The ware is thus heated up sooner, the moisture expelled earlier, and the piece soon reaches a temperature beyond the dew point, and, as a result, the wet sulphurous gases do not deposit on the ware at this point, but deposit on, and are absorbed by the colder pieces near by. This point most readily explains the peculiar selective and somewhat mysterious appearance of pinholes in the same kiln. All kilns, no matter how carefully constructed and fired, have hot and cold spots, and there are numerous countercurrents set up within the kiln, some being hotter than others. So, the ware that is heated up the soonest and subjected earlier to the hotter currents will not take up as much moisture during the water smoking period, as that which stays cold the longest, and as a result such ware will not be pinholed so badly. The ware which happens to be located in a warm spot will thus be favored over the rest. The colder ware will not only catch the moisture from the hotter ware, but it will require a longer time to expel the moisture from such ware. The more uniform the heating up of the kiln during this early stage, the more uniformly will the ware be pinholed, if it is subject to this trouble. The ware in front of the kiln doors is generally pinholed worst, no doubt due to the fact that this is generally a cold spot, and that more moisture is likely to be present at this point because of the freshly mortared doors.

The appearence of pinholes here and there in a kiln may be explained by still another illustration. In a kiln, filled with all small vitreous ware, the smaller pieces were often not as heavily pinholed as the larger ones. Thus, a glaze, on a small 4 in. by 4 in. trial, would quite often come out entirely free from pinholes, while the same glaze applied to the commercial piece and placed alongside the small trial in the same kiln, would come out full of these little pinholes. In fact, quite a few glazes would behave in this manner. When applied to small trials, they would come out satisfactorily, but when they were applied to the commercial ware and burned under the same conditions, they would be heavily pinholed. This fact strongly indicates that the trials, being small and capable of heating up quickly, were not sulphured as heavily during the water expulsion period as the commercial ware.

In order to eliminate the pinholes present in the glaze from the first fire, it was the common practice to refire such ware, whereupon it would then come out of the kiln good. Now if a small amount of the green ware, about one per cent., for example, was placed in a kiln containing otherwise all ware to be refired, this green ware would also come out free from pinholes. The length of burn and manner of firing was the same as when a kiln containing green ware was fired. This re-fired ware, of course, had lost all its water, so the only moisture present was that coming from the small amount of green ware, the wadding used in the setting of the ware, and whatever moisture was present in the fuel. Since the amount of moisture in this case is small, the result was that the water smoke was ineffective, and so the green ware that was present escaped being sulphured heavily enough to be pinholed to any extent. If only a few pieces of green ware were present among all refired, the green ware could be depended upon to come free from pinholes.

In order to overcome this trouble, under the worst conditions as well as the best, it was found necessary to soften the glaze considerably. Whether present as the free acid or as sulphates in the glaze, these once more break up into the SO_2 or SO_3 gases under the influence of the various reactions during the increased heat treatment and the fusing of the glaze. If the glaze is too viscous and stiff, it will not only let out these gases with great difficulty, but, after they have escaped, the glaze will remain rigid and a pinhole will be the result. If, however, the glaze is more fluid, and has a lower viscosity, it not only lets out these gases more readily and easily, but it is also capable of flowing sufficiently to heal up the depressions made by the escape of the sulphurous gases. In this way a smooth uniform surface will be produced instead of a surface pitted all over with pinholes.

The composition of the glaze is consequently of considerable importance in the elimination of pinholes. In a series of trials covering the porcelain glaze field, it was found that, as the viscosity of the glazes was increased, the trials would be pinholed in proportion. A softer R O content, keeping the Al_2O_3 and SiO_2 content constant, would give glazes having less pinholes than a harder R O content. On the other hand, keeping the R O constant,

an increase of Al_2O_3 would in general lead from scummed to bright glazes free from pinholes to glazes having an increasing number of pinholes, until they would go into the dull or mat field. The same was true of increasing amounts of SiO_2 to even a greater extent. A slight increase, at times, was sufficient to throw a good glaze over to a pinhole one, although the change was not sufficient to affect the maturity to any noticeable extent. The use of good fluxes is a very material help, and the composition of glazes of this type free from pinholes is narrow, under the rather unusual conditions described.

The fact that the pinholed ware on being re-fired comes out of the kiln free from pinholes, also shows the influ-



POTTERY MARKET ON THE BEACH AT ST. CROIX, DANISH WEST INDIES.

ence of viscosity. We know that it takes a certain amount of heat work to accomplish the fritting and fusing together of the various constituents in a glaze, and that after this is accomplished, additional heat will increase the fusibility and fluidity of the glaze. Hence, if the glaze is re-fired, it is not only very much more homogeneous than it was the first time, but the heat work that would be required to cause the fluxing reactions to take place is used instead to increase the fluidity of the glaze, and consequently sufficient flow is obtained to completely heal over these defects. The fact that the range of fritted glazes is considerably broader with regard to this defect is due to this reason.

Application of a heavy coat of glaze on the surface of the ware aggravates this trouble. The trouble can be avoided in many instances by applying a thin coat of glaze, but the glaze is then very apt to have an eggshelled appearance, or else will not have sufficient gloss to give a satisfactory surface for sanitary ware. Where high gloss is required, a very thin coat of glaze will not do. A thick layer of glaze will offer more resistance to the escape of the gases, and will not be so apt to heal up the passages thus made, as a thinner layer.

Faster firing will also be of decided benefit in some instances. Faster firing during the early stages of the burn will cause the water smoking period to be of shorter duration, thus lessening the sulphuring period. A sharp quick fire at the finish of the burn also results in increased fluidity of the glaze, and lessens the volatilization of the volatile constituents. Where we have a glaze that has a slight tendency to pinhole, faster firing is an effective way of remedying the trouble, provided the ware will stand such treatment.

While there is undoubtedly more than one cause of the pinholing of glazes, the sulphuring during the water smoking period certainly seems to be the main one, since it is possible to use a harder, more viscous glaze when the water smoking is reduced, while a softer and more fluid glaze is necessary when the amount of moisture is large. The point to be emphasized is that the appearance of pinholes is due to too great viscosity of the glaze. There may be certain conditions where the production of non-pinholing glazes, especially raw glazes, becomes a difficult problem.

The Value of Contrast in the Display of China and Glassware.

ONE of the cardinal points to be observed, if a dealer would have his merchandise noted by the average passer-by, is that of contrast. Cut glass, pottery, china, even the humble and practical kitchen ware, never shows to such good advantage as when displayed against rich velvet or silk of some vividly-contrasting hue.

A stroll through the china and glass department of Gimbel's, Philadelphia, revealed one table in particular that instantly caught the eye. It was covered with white cloth, and from a point in the centre (the table was circular) radiated narrow strips of red tape, like the spokes of a wheel. This effect was accentuated by a narrow band of red paper placed around the edge of the table. Between these red strips were laid long-handled glass spoons of assorted sizes, many with bowls and beaded tips of red, blue or orange glass.

The Hirshberg Art Shop, Baltimore, had a window backed with light blue paper, overhung with panels of navy blue crepe paper, eighteen inches wide. Each of these was caught at the centre with a yellow band and fastened with a yellow rose—permitting the light blue paper to show through in diamond shape. Strewn about the floor, which was covered with navy blue cloth, were vases, pitchers, plates and cups of white china for amateur painting; stenciling outfits, boxes of paint, and in the centre a beautifully-decorated vase several feet high.

A very elaborate showing of linen, silver, china and glass was made by Kahn's department store, Washingtoh, D. C. In one corner was a mahogany tea wagon on which was a coffee set of hammered silver, gold lined. At the other end was a table set for luncheon, silver candelabra with beaded shades, soup plates of blue and gold china, and a full complement of liqueur glasses. On a pedestal at one side was a magnificent cut glass vase filled with crimson roses, while a little stand held a cut glass punch bowl and a dozen glasses on a silver salver.

One of the most artistic conceptions seen in many a day, and rendered doubly attractive by the beautiful combination of lights, was the display arranged by the Whitman-Lynn-Alden Co., of the same city. The window was floored and backed with rich blue brocade. At one corner was a rectangular box, with glass top, draped with black brocade, in which was an electric bulb covered with a blue globe. On the box was a tall crystal vase in which were several small goldfish, the glass and water being tinged a deep blue by the light radiated from below. In the ceiling were fastened three lights with blue bulbs, the rays being deflected downwards by powerful reflectors. In the centre was a row of silver vases of graduated heights, and in front a cut glass flower bowl filled with white roses which took on a blue tinge from the lights above. At another time the bulbs in the ceiling were green, and the vase of goldfish took on a marine hue; while at either end of the window were glass candlesticks with electric bulbs covered by shades of rose silk—the combination of green and rose being remarkably beautiful.

A splotch of color which at once called attention to the table was seen in the cut glass department of Woodward & Lothrop, Washington, D. C. The long, rectangular table had a mirror top, and on it were numerous specimens of heavy cut glass. In the centre, raised on a little pedestal, was a wicker basket, filled with rich red roses which glowed like fire in the midst of the scintillating glassware.

Hall, at Columbus, O., had a window backed with white felt with a border of red, and a series of steps covered with dark green velvet. On the wall were serving trays with glass bottoms, under which were embroidered cloths. Baking dishes of various kinds were shown, and in a case lined with gray silk were half a dozen silver-plated individual au gratin dishes, with heat-proof china containers. An attached card read: "For baking crab meat or lobster, puddings or custards. A dish that is at once practical for baking and dainty in appearance."

A display that showed the decorator to be an artist in color was made by the Wm. Hinterschild Co., of the same place. The window was a study in blues. In the background were tables of graduated heights, each covered with a white spread. On the highest were vases, pitchers, flower bowls and various articles of glass with rims of black encrusted with sprays of flow-

ers in green and lavender—the largest vase being filled with thistles. The table opposite offered a pleasing contrast in china of white and gold. In front of them were two tables lower in height. The first of these was filled with an excellent assortment of vases, bowls, pitchers and plates of amethyst glass, while the other held fireproof teapots of deep blue. The floor in front was covered with billows of sky-blue cloth, upon which was a glass dish filled with ferns and many specimens of plated cutlery, each with price-tag attached—these cards being small and neat, detracting not a whit from the artistic harmony of the window, and adding much to its value from a selling standpoint.

The H. & S. Pogue Co., Cincinnati, was another firm that realized the value of contrasts, a window being devoted to a display of reproductions of antique Venetian glass. It was floored with billows of buff-colored velvet, and in the centre was a low table covered with a lace-embroidered spread which had for a centre-piece an immense flat glass dish filled with pears and damson plums—the dish itself being of amethyst glass. The china was white, with broad gold rims, and the silver knives had pearl handles. On pedestals at either end of the window were great bowls of green and blue glass, the first being filled with orange and purple poppies, the other with poppies of blue and green, which formed a harmonious color scheme, however much they varied from the natural colors of the flower. Mingled with these were cake plates of amber, umbrella-holders of deep blue, and smaller objets d'art in other hues.

The Organization of An Export Department.

SEVENTEEN years ago the junior head of what is now one of this country's important manufacturing and merchandising companies (with a trade covering the world) called to his desk a young fellow who had been in the office for three years and said to him:

"There have been too many mistakes in shipping export orders. From now on you are to have in your charge the job of seeing that not a single export order goes out of here without going right. I'm going to hold you responsible that not a mistake is made. Can you do it?"

The boy thought a minute and replied that he believed he could.

It was the beginning, says a writer in "The Americas," of the definite organization of an export department that now handles millions of dollars' worth of foreign business every year and sends thousands of tons of costly merchandise in packages and crates weighing from ounces to hundreds of pounds to every part of the world with almost perfect absence of mistakes and with an evidence of efficiency in the systematization of sales-management, credit-supervision, adaptation of manufacture to foreign conditions, standardization of packing and shipping, and almost automatic handling of an enormous volume of foreign correspondence as to give anybody who doubts American capacity for efficient organization a new sensation.

The boy started right out to find out how he could avoid the mistakes and still have time to handle all the business he knew would pass along and require his attention every day. He put on his hat and went to the office of one of the steamship companies. There he got hold of a responsible working executive and asked questions. The man liked his enthusiastic earnestness and spent a lot of time telling him how and why to do certain things in the right way. Then he told him to go to a certain foreign consul and get started right in learning how to inform himself without loss of time, as specific need would arise, about that phase of export business.

It was a good start. To-day, one of that boy's subordinates (he now has the iron-gray hair of a veteran export manager who has been around the world several times) has the title of Traffic Manager—an indication of the size of the exportations. It is that man's business to know every steamship and available rail route in the world, to keep up to the minute the systematized information in that office about customs regulations and tariff changes of every nation under the sun, and to know not only the day's rate for every kind of transportation, anywhere, but what is the quickest and least expensive route for any important shipment, on a few minutes' notice. One might think, seeing the auto-truck loads of export goods leaving the building devoted to packing in which export merchandise uses up a considerable department, that the multiplicity of shipments upon which to furnish this information would mean a continuous headache to the Traffic Manager.

Not a bit of it. The handling of correspondence, filling of orders, billing, and shipment on literally thousands of orders every day is almost automatic, as far as executive attention is required. There are 200 employees in the export department. The system is so efficiently organized that only the exceptional business, requiring executive judgment, goes up to the manager and his assistants. The routine is handled entirely by the well-disciplined force of minor employees.



The Spirit of the Time.

Suggested by Lou Mayer's picture in "Life."

Every man in the manager's office is required to know at least one foreign language in addition to English. Most subordinates know two. All important correspondence is written in English for the record-files and then given to translators. These type as they translate and the letter as it appears ready to go is read in the foreign language by the executive able to do this, and mailed after it is seen to be correct.

The usual order for goods (many are comparatively small) is received by one of the clerks and sent to be filled with a printed blank attached containing complete directions that cover the packing, the shipping, the billing, and all correspondence.

A dozen open file-boxes on a low shelf at the easiest accessible side of the main office-room contain, on large cards, specific information for shipping to every one of probably upwards of ten thousand places over the world. Every detail about the kind of packing required to get any kind of the company's products (including glass bottles filled with liquid) to every place, customs information, and directions for addressing and shipping are on these cards. The Traffic Manager avoids the necessity of directing the individual shipments by systematically keeping this direction-file always correct. Red tabs and green tabs over whole sections mean that some current development in shipping matters call for particular attention from somebody. Everything but the exceptional is automatic.

Now, in directing the distribution of the varied products of his concern over the world it is of advantage to call the especial attention of dealers to new goods, changes in styles, etc., and now, especially, to particular arrangements for transportation, and the like. Perhaps samples are distributed to all, or to certain classes of dealers. After the export manager decides upon such business he writes to his most important distributers. To thousands of smaller ones he dictates standard paragraphs and instructs his subordinates to have these added to letters sent out in connection with the routine. The directions on the printed slips are the means of automatically providing for this kind of correspondence. Thus, mechanically, a great volume of effective correspondence direct to dealers goes out just as if written individually by the Sales-Manager, but without the necessity of his attention at all.

However, a certain number of every day's letters are recognized by the mail clerks to contain something that calls for executive judgment. Or, as the order is being filled, other employees discover that somebody in authority must say whether a substitution must be made, a price changed, or the like. In cases like this a staring red "danger" paster is attached to the correspondence as it goes along. It can then not get to the final stage without going to the Export Manager's desk.

By the routine of this system the great and complex business of an expert of millions of small, high-priced articles is carried on with the absolutely necessary absence of little and big mistakes. Its mechanical automatism reminds one of the economical perfection of the machine-made watch. The department's business goes on like clock-work.

"Tell me how you got into the higher executive level of foreign sales promotion," said the visitor.

This brought out one af those human-interest stories of big business that might be told by the thousands by men who have done things successfully, but usually flash out only when that kind of a man is off his guard, telling about work of which he is proud.

Not many months after the responsibility of keeping mistakes out of the concerns foreign shipping had been placed on the boy a foreign customer ordered a shipment of goods about thirty per cent. beyond his credit arrangement, and the order had been permitted by one of the executives to go through. The young fellow was in a quandary whether or not his responsibility covered such a case. Finally he took it to the man who gave him his commission.

"Why don't you think it ought to go?" queried the head of the concern.

"There is so little profit on the kind of goods he is ordering," was the reply, "that I don't think the extra risk should be taken. He ought to see the justice of that, himself."

"Well, let's see how you would write a letter telling him he can't have it," was the verdict of the executive.

The boy wrote the letter. "Oh, that won't do," said his chief. "Try it again. I know you can do it better." A second letter met the same fate. The boy taxed his brain till he was nearly sick, and spent a sleepless night over the problem. He couldn't get up a letter that he felt sure the chief would approve.

Finally he had an inspiration. He took down the letter-book of the head of the company and read copy after copy, five hundred or more, till he came to one in which he had said something so nearly what ought to go into this letter that he was able, with a change of a few words, to say what he wanted. Then he hunted up another paragraph to say something else he had in mind. He put his letter in almost his chief's own words.

"That's just it," said the chief when he read it next morning. "We'll send that letter."

From that time on the boy was under the close tutelage of the head of the concern, who was himself directing its foreign business. "I just grew into the real work under him," the export manager added.

There is no "standard" organization for an export department in this country. Nearly every successful exporting enterprise has developed its own, in its own way, to suit its own peculiar business. Most concerns think best to separate export from domestic trade, having a department with distinct employees and equipment for the foreign work. A few have found their particular goods and circumstances favorable to the handling of export and domestic business together.

But, in any case, employees are designated to study up and take care of the technical details of packing, shipping, etc.

One veteran export manager speaks only English and has all his foreign correspondence handled by an outside bureau of translations where, he says, he knows how to get exactly the touch he desires in correspondence with particular countries, knowing the individual translators personally. As for his own failure to learn an extra language, he says, "Why should I learn one or two? If I needed a knowledge of foreign languages at all logically I would have to know all the business languages of the world."

There is as much variety about foreign representation as in the executive direction of export trade. One great concern works exclusively through foreign agents of local nationality, with a few general travelers who have executive supervision over them. It never goes after agents, but tries out volunteers one after another till it finds the persistent fellow who is the best one. It sells an immense aggregate of small products. Another sends out its own men, some of them Americans, others foreigners of known loyalty. A United States company making a product requiring technical knowledge to sell trains men by sending them through all its works to see every phase of the physical side of the business. The remarkable success of United States manufacturers in doing direct business with foreign countries is due to their ingenuity in finding each his own best way of organizing the business.

Every exporting manufacturer must "organize" his foreign business to this extent: he should know how to inform himself about the market for his goods in any foreign country which he attempts. He should work steadily toward knowledge of foreign trade methods. He should provide some way to insure the absolutely correct filling of foreign orders and the shipping of them. He should make arrangements to have the services of capable translators for his correspondence. He can do some of this himself; he can probably start picked employees so that they will develop skill and knowledge for the rest. Or he can have his foreign business handled properly by a trading company or a forwarding house.

POTS FOR MELTING GLASS.

THE pots in which glass is melted are built by hand from carefully-selected clays. The clay body is composed of approximately two-fifths raw clay and three-fifths burnt clay and material from old pots which has been ground to small particles. The mixture is built up, layer by layer, into a pot which is left to dry for several weeks and is then brought to the glass factory in the raw state. The pot is first placed in an oven called a pot arch, where it is slowly raised to a bright red heat during about three days. The pot is then set, while hot, in its place in the furnace, replacing one which it has been necessary to remove for any cause. This cause may be breaking or the prolonged effect of corrosion by the glass and glass batch. The furnaces generally used are of the ordinary type, round or oval, and contain usually about fourteen pots. The temperature attained in the furnace itself lies between 1,300 deg. and 1,500 deg. C., and in the pot rather lower, depending on conditions, whether it is filled with batch that is being melted, is being worked out, or is standing empty and ready to be refilled. Thus, the pots are not only subject to an extreme heat, but also to expansion and contraction, due to changes of temperature. The problem of a suitable glass pot is therefore a difficult one, and one which may be said to have met with only an approximate solution.

THE TEST OF A "CALLING."

MANY persons have mistaken notions regarding the occupations in which they wish to engage. The "learned professions," the ministry, law and medicine, were once thought superior to anything else. Many a boy has been urged into one of these callings without any desire or fitness for it. This makes it impossible to do satisfactory work, or to attain any real measure of success. "There is no great and no small to the soul that maketh all." Not all can choose what shall be their life work. More have to take what they can get. When choice is open it is wise to choose what one likes. But whatever the work one undertakes, do it upon honor. No work well done can be degrading. He who respects himself in his work will win respect. No calling can be made a success without work.

The wider application of science to the uses of life has made employments desirable which in past times were considerable undesirable. Science has lifted farming out of the drudgery it was once thought to be to one of the most highly respected of occupations. To be a good engineer or artisan is far to be preferred to being a mediocre lawyer or doctor. To anything that needs doing intelligence and education may be so applied that it becomes as worthy a calling as any other, just as any profession may be degraded to a "job." We grow wiser with the years. To-day we ask not, What do you do? but, How do you do it?

IN A "DRY" STATE.

"ANY rags? Any old iron?" chanted the dealer, as he knocked at the suburban villa.

The man of the house himself opened the door. "No!" he snapped, irritably. "Nothing for you. My wife is away."

The itinerant merchant hesitated a moment, and then inquired: "Any empty bottles?"



The Tajimi Company

. . . at . . .

Five-Ninety-Seven Broadway,

New York City,

Extend to all a cordial invitation to inspect their lines for

1917

Now Ready.





Palmer House,
Chicago.

41 Pearl Street,
Boston.

JONES, McDUFFEE & STRATTON CO.

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE.	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The BALKANS,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE,	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA.	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	"
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	" "
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI.	" "
The BELFORT,	" "
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain	Crossed Swords brand
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA. White and Gold Encrusted.	John Aynsley & Son

and other stock patterns from original sources.

WITH the continued advance of prices of all kinds of *Crockery, China and Glassware,* we advise customers to place orders now.

We carry abundant open stock of our patterns, enabling the dealer to draw matchings from our warehouse. See opposite column.

Japanese China
Royal Worcester China
Royal Worcester Vitreous
Haviland China
Doulton China
Doulton Earthenware
Wedgwood China
Wedgwood Earthenware
Ridgways Blue Willow
Johnson Bros. ware
Alfred Meakin ware
W. H. Grindley & Co. ware
John Aynsley & Sons China
Gibson & Sons Rockingham ware
Dudson Bros. Stoneware
Wm. Adams & Co. ware
Geo. Jones & Sons wares
Hotel China
Chinese China
Oriental China
Belgian Glass
Baccarat Glass
Peasant Pottery

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

"Stock Patterns" which cannot be readily matched cause more annoyance than profit.

JONES, McDUFFEE & STRATTON CO.,

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.

ALFRED MEAKIN,

Tunstall, England.

DINNERWARE

AMERICAN AGENT:

HUGH C. EDMISTON

129 and 131 Fifth Avenue, New York.

. . . . THE . . . .

Edwin M. Knowles China Co.

EAST LIVERPOOL, OHIO,

COMPLETE LINES

Decorated Dinner Ware.

MAKERS OF

The Famous "Mayflower" Shape

. . . AND , . .

"Cumberland," "Westover," "Colfax," "Mt. Vernon"

and W. E. Hotel.

See illustrations on opposite page.





Manufactured by

The Edwin M. Knowles China Co.,

East Liverpool, Ohio.

SEASON 1917.

Wedgwood Embossed Queensware.

Wedgwood Dinnerware.

Wedgwood Powder Blue.

Wedgwood China Lustre.

Webb Rock Crystal.

Webb Amethyst Glass.

Josiah Wedgwood & Sons,

LIMITED,

133 Fifth Avenue, New York City.

Corner Twentieth Street.

Sole Representative :
KENNARD L. WEDGWOOD.

POT GLASS ONLY

In Crystal Glass Tableware and Novelties

Butters	Berry Bowls	Tumblers
Sugars	Footed Jellies	Goblets
Creams	Nappies	Wines
Spoons	Comports	Ice Tea Glasses
Footed Bowls	Celery Trays	Sherbets Handled
Salvers	Celery Holders	Sherbets Footed
Plates	Handled Baskets	Bouquet Holders
Lily Bowls	Candlesticks	Condiments

Vases from Six to Thirty Inches

Made in Many New and Attractive Plain and Imitation Cut Patterns

POT GLASS ONLY

We will be at the January Show for 1917 at the Fort Pitt Hotel, Pittsburgh, Pa., in **Room 692**

DON'T FAIL TO SEE OUR EXHIBIT

John B. Higbee Glass Co.

BRIDGEVILLE, PENNA.

SAMUEL IRVINE
Receiver

IRA M. CLARKE
Sales Manager

POT GLASS ONLY

Our Announcement for the 1917 Import Season.

OUR Mr. Venon is now in Scandinavia to give the finishing touches to the various lines we expect to show to the trade **about February first.**

From the KOSTA GLASS WORKS we will receive many new samples, and we have made preparations for doubling the American output of this factory.

From the GUSTAFSBERG FACTORY we will show a most interesting line of Ornamental Embossed White Earthenware in all the various pieces required for the modern dining table, as well as articles of utility, such as Vases, Flower Pots, etc.

In addition to the above lines we expect to show for the first time the samples of **Bing & Grondahls, Copenhagen, Denmark,** makers of the famous **Three Towers Brand of China,** for whom we have been appointed sole agents for the United States and Canada.

From France we will have a very interesting collection of new goods from the MARTIN FACTORY, and we have an assurance of greatly-improved conditions in shipments next year.

Further interesting announcements will be made later, upon the return of Mr. Venon.

We take this opportunity to wish to all our friends in the trade the compliments of the season.

J. H. VENON, Inc.,

104 Fifth Avenue, New York City.

The STEUBENVILLE POTTERY CO.

STEUBENVILLE, OHIO,

MAKERS OF

"The Dinnerware that Sells."

No other line, made in America, so well fills the demand for high-grade ware.



A PERFECT reproduction of a splendid English china pattern. The soft colorings—pinks, tans, greys and blues—on the velvety Steubenville glaze, appear to fine advantage. Burnished gold handles lend a finish that puts this pattern in a class suitable for the most exclusive shops.

Our new line for 1917 includes some unusual color and hand-painted designs that promise to be great successes.

Please give us an opportunity of showing them to you.

Special Exhibit at Fort Pitt Hotel, Pittsburgh, during January.

New York Salesrooms: **Suite 319, Fifth Avenue Building.**
Fifth Avenue and Twenty-third Street. EDWARD B. DICKINSON in charge.
JAMES B. McHUGH, Western Representative.

The White House China and Glass Collection.

ADEQUATE display can now be given to the White House collection of Presidential relics, a collection which since 1903 has been one of the show features of the Executive Mansion.

Formerly the collection was kept in small walnut cabinets which stood in the ground floor corridor of the White House, where thousands of sightseers have inspected their contents. More than two years ago the collection outgrew the capacity of the cabinets, and plans were considered for setting aside a room for the proper exhibition of the relics. Drawings were made for the cabinets which were to be built in the walls, but it was not until this fall that the plans were put into execution, and it was only recently that the relics were transferred into their new quarters.

The collection came into existence through Mrs. McKinley during the last year of her residence in the White House. Becoming interested in the subject, she invited Mrs. Abby Gunn Baker, of Washington, to make a study of the furnishings of the Executive Mansion, particularly the Presidential tableware, in order that their history might be traced and an accurate record compiled. Before Mrs. Baker completed the task President McKinley was killed, and in consequence no report of the work was made at that time.

A few months later Mrs. Baker wrote a magazine article concerning the china of the Presidents, in which she said that for the sake of posterity some provision should be made for preserving it. Mrs. Roosevelt read the article and decided at once to take steps to preserve specimens at least of the china that was then in the Executive Mansion. She invited Mrs. Baker to select the specimens, and when that was done she had two walnut cabinets made in which to exhibit the china. These were placed in the ground floor corridor where all White House visitors could see them. There were in the cabinets pieces of china or glass representing the purchases of seven Chief Executives—all the Presidents from Lincoln to Roosevelt, with the exception of President Garfield.

When President Roosevelt saw the cabinets he said immediately that the collection should be representative of all the Presidents, and he asked Mrs. Baker to make it complete. Since then the work of gathering the relics has been carried forward continuously, although of necessity slowly; and while the new cabinets at the White House contain pieces of china purchased by every President save two, yet many of the Presidents are represented so inadequately that the search for relics is still being pressed vigorously.

While the relics remained in the small detached cabinets several descendants of Presidents who are the possessors of heirlooms of the sort desired, refused to place them in the White House. They recognized the historical and educational advantage of the collection, yet they argued that the small detached cabinets were neither fitting nor safe for relics which by no possibility could be replaced in case of accident. It was this argument that led to the decision to give a room to the collection and to place the relics in permanent cabinets.

Just before the President and Mrs. Wilson left for Shadow Lawn, Col. Willian W. Hart, Superintendent of Public Buildings and Grounds at Washington, brought the matter of the room to Mrs. Wilson's attention and showed her the drawings for the cabinets. She heartily approved the project and expressed the wish to have the room remodelled while the family were at Shadow Lawn. She also went over the plans for the future development of the collection and instructed Mrs. Baker to select certain pieces of the old china, plate and glass in the White House closets for the purpose of placing them in the new cabinets.

The room which is to be used for the collection is directly at the south of the main stairway in the ground floor corridor. To prepare it for the new cabinets the walls and ceiling were tinted a deep cream Eventually the four walls of the room will be lined with the cabinets, but as yet only one has been put in. It extends the full length of the west side of the apartment, from the south wall to the door leading into the diplomatic waiting room.

The cabinet is Georgian in style and in perfect harmony with the architecture of the mansion. The woodwork is hard pine. The long glass doors are divided into Colonial panels and the shelves are lined with ecru velvet, which gives a good background for the china as well as for the silver and glass. A simple carving decorates the pediment on which is lettered in silver the legend, "China Used by the Presidents."

The room is furnished with the chairs and settees of the black teakwood furniture purchased for the East Room during President McKinley's Administration,

They are upholstered in light lemon color brocaded silk. A large Colonial mirror is on the east side of the room and a heavy moquette rug covers the floor.

The relics are arranged in chronological order as far as possible, according to the Presidential Administrations. Two open sections mark the centre of the cabinet, and the relics are placed from this centre to the right and to the left.

On the upper shelf of the centre section are some of the oldest pieces of silver in the mansion. They include the Von Tuyll coffee and hot water pots, and one of the Von Tuyll round bread trays, besides some flat pieces. President James Monroe purchased the set of silver to which these pieces of silver belonged originally from a departing Russian envoy, Baron von Tuyll, in 1823. The old chests bearing the Baron's name are still preserved in the White House storerooms, and each of the pieces of plate they originally contained is engraved with his coat-of-arms.

The Washington relics are arranged in the same section with the old silver. The Cincinnati plate, presented to the collection by Miss Mary Custis Lee, who is the last living Martha Washington descendant of her generation, has the place of honor, while near it are the blue and white platter and plate which were given by the Misses Thompson, of New Jersey, and which were a part of a dinner set which was used by Washington in the first President's House in New York. The Washingtoniana also includes a white and gold tea cup and saucer, presented by Mrs. William Owen, of Lynchburg, Va.

In the lower centre section of the cabinet is a miscellany of some of the oldest glassware in the Mansion. One item of this group is a tall, narrow necked, curved and paneled wine pitcher. Its graceful handle extends from the neck to the bowl, and a decoration of the grape vine (which is found on many of the oldest pieces of glass in the White House) encircles the pitcher. Directly at the front of the bowl is the United States coat-of-arms.

On the cabinet wall at the back of the glassware hangs a silhouette of Abigail Adams, and it is of interest to note that this is the only picture of the first mistress of the White House, which the Executive Mansion contains. The John Adams goblet, presented some years ago by Mrs. Harry Reade, of Lowell, Mass., is placed directly below the silhouette. These two items constitute the President Adams' exhibit at present, but as some of Mrs. Adams's lovely Sevres, which was the first china used in the White House, is still in existence, it is expected that the patriotic descendants of the second Chief Executive will add some of the china to the collection.

On the first shelf at the left of the Washingtoniana is the well-known Jefferson blue and white Cantonese porcelain, which was presented to the White House by the late T. Jefferson Coolidge, of Boston. Next to it is the Madison china, which includes two of the dinner plates of the State set and a huge coffee cup and saucer with a tea plate of the famous blue and gold set which is attributed popularity to Dolly Madison. On the shelf below is the china and glass of the Presidents Monroe, John Quincy Adams, Van Buren and John Tyler, while the two lower shelves contain relics of Presidents Jackson, Polk and Taylor.

To each of the Jackson relics is attached a story of special interest. Miss Mary Wilcox, of Washington, made a memorial for her mother, Mary Emily Donelson Wilcox, of some of the President Jackson relics. President Jackson's secretary was his nephew, Andrew Jackson Donelson. Mrs. Wilcox was the daughter of this nephew and was born at the White House during her father's secretaryship. One of the heirlooms which descended to Mrs. Wilcox was a pair of candelabra, which Tammany Hall inscribed and presented to President Jackson. They were handsome Sheffield plate, and Miss Wilcox included one of them among the other relics of which she made a memorial for her mother.

With all the relics in this unusual collection are interwoven interesting stories. Two sisters, the late Mrs. Daniel Digges and Miss Forsyth, of Washington, owned a collection of White House china and glass which covered a number of administrations. Several years ago they placed in the White House collection some pieces of old glass which are thought to date from the Jackson Administration. At the same time they sent some Madison and Pierce china and two plates of the State dining set of the President Polk Administration.

The Presidential china came to them through their material grandmother, who was an early president of Washington, and who began attending the White House sales of old furnishings in 1854 and continued to do so until her death, a few years ago.

President Van Buren is represented in the cabinet by a silver water pitcher which was given by one of South Carolina's daughters, Mrs. Helen Singleton Green. The pitcher was inherited by Mrs. Green from her aunt, Mrs. Angelica Singleton Van Buren, wife of President Van Buren's eldest son. The portrait of this Mrs. Van Buren hangs in the White House corridor, as she was mistress of the Mansion during her father-in-law's administration.

Mrs. George W. Fall, of Nashville, Tenn., presented to the White House some exquisite pieces of old Meissen, which belong to a dinner set owned by her forebears, the President and Mrs. Polk, and they are a much admired part of the collection. Last year Mrs. Walter R. Stauffer, of New Orleans, and the children of Capt. John Taylor, all of them grandchildren of President Taylor, presented some interesting mementoes. Mrs. Stauffer's gift comprised two ornate candlesticks, the head of a gold cane inscribed "To the Hero of Buena Vista," and an emblazoned Mexican spur which was presented to Gen. Taylor during the Mexican war.

Those given by Capt. Taylor's children included a decanter and glasses and a brooch, which contains intertwined locks of hair from the heads of both the President and Mrs. Taylor.

The new room has already brought more gifts to the Presidential collection. Mrs. Dickins, widow of Admiral Francis W. Dickins, U. S. N., presented recently some rare Lincoln relics—a coffee cup and saucer, a tea cup and saucer, and an after dinner coffee cup. The two last named were especially valuable, as there were no duplicates of these pieces in the White House.

Mrs. Charles W. Richardson, who comes from an old Washington family, made a contribution recently. At a White House sale which took place many years before the civil war here mother, who was an ardent collector of the antique, purchased a barrel shaped, long stemmed, deep blue-green water bottle, which at the time was said to date from the Jefferson Administration. At the same sale she purchased a dinner plate, with a wide mauve border outlined in gold and with a gold medallion in the centre, which was accredited to the Monroe Administration. Both of these pieces Mrs. Richardson placed in the collection, and in addition added a Buchanan cup and saucer, a Dolly Madison tea plate, and a William Henry Harrison campaign pitcher. The latter bears Harrison's face on one side and a campaign flaglet on the other. The pitcher was given to Mrs. Richardson years ago by Mrs. V. F. F. Doggett, of Fredericksburg, Va., who told her that it was the personal property of the Whig candidate in 1840.

Mrs. Richardson's tea plate has an interesting story, too. It was sent, one day more than a hundred years ago, from the White House by Dolly Madison to a sick friend, bearing a piece of pound cake. The gold-banded plate was never returned. Years afterward it came into the possession of Mrs. Richardson's mother, and now her daughter has sent it back to the present mistress of the White House.

WANTED IN AFRICA.

ENAMELED ware has a large sale in Portuguese West Africa, the natives using it almost exclusively. The greatest demand is for plates, pots and pans, and at present the stocks in West Africa are greatly depleted. Enameled plates of light weight, cheap quality, with white enamel, decorated and undecoated, used to cost at wholesale from $0.05 to $0.15 each; small pots with two rings at the sides for handles, $0.12 to $0.15; small teakettles, about $0.40; and pails, $0.60 to $0;75.

White enameled goods with blue edges, or with entire blue or brown exteriors, were the most popular, and some merchants handled full sets of attractively decorated enameled ware. Many merchants are now interested in finding new sources of supply in this line, and there is a good opportunity to introduce American ware; but it should be noted that very light, cheap goods are required.

Inasmuch as there are no electric plants in most of the towns, there is a good trade in lanterns and lighting systems. American lanterns and lighting systems are sold extensively, but the lamps are imported from Europe.

There is now a great scarcity of glassware, especially in cheap water glasses for the native trade. These goods formerly came largely from Austria, and the merchants are experiencing great difficulty in obtaining the article they need for the trade from other sources. Before the war merchants would import crates containing 100 dozen and would retail them at $0.08 to $0.10 each, but now the retail price is $0,15 to $0.20. There is also a small market for finer glassware for the white trade.

"MILLIONS IN IT."

FOR some time past traveling men have been receiving copies of the following letter:

No. 27. Dec. 12, 1916.

BROTHER TRAVELING MAN:

An old-time traveling man is down and out. His name is Frank Wetherbee. He traveled for Noyes Bros. & Cutler, wholesale drugs, for years. He was stricken with locomotor ataxia, and gradually lost the use of both legs. A few months ago he became blind. He lives in a small place twenty-five miles from Bemidji, Minn., and sixteen miles from the railway station. A few of his old-time traveling men friends have helped to keep him from want. No traveling man should become a county charge. Will you do this much to help a man who never turned down a chance to help a fellow in distress?

Here is the proposition: Please make five copies of this letter, as I have done, only changing the date and putting the next higher number on top. Number and date each letter the same, sign your name, and mail the five copies to five of your friends whom you feel will do likewise. Mail this letter with ten cents to T. J. Burke, trustee, care of Northern Grocery Co., Bemidji, Minn., who will see that the funds are properly delivered.

The chain ends at number 50. The party receiving number 50 will please return the letter with ten cents and make no copies. Please do not break the chain.

I earnestly appeal to you to give the matter your prompt attention and assist a worthy traveling man who has spent the best years of his life on the road.

Only traveling men and wholesale men can give.

Started by F. S. Lycan. Fraternally yours,

It is against the law to run chains of letters like this. A little figuring will show that if every one wrote the letters as required the beneficiary would get a fortune. Even if the numbers stopped at 10, instead of 50, the amount secured would reach $975,562.50.

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades.

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 21, 1916.

THE CROCKERY AND GLASS JOURNAL enters on the forty-third year of its publication with the best Holiday Number it has been its privilege to issue. Separated from the advertisements—although these furnish equally interesting reading—the text and illustrations, if made up in the usual 12mo. book form, would result in a volume of over 450 pages—every one packed with information pertinent to the trade. And all, to our regular subscribers, at a cost of four cents! We have the reputation of publishing the largest and handsomest special number of any trade paper in the world, and believe we have lived up to it this year. In wishing our readers, who comprise the whole crockery, glass and lamp trade, a Merry Christmas and a Happy New Year, we desire to thank our advertisers for the generosity which makes it possible for us to produce such an edition. It contains the largest number of advertisements we have ever published in a single issue.

EXPORT TRADE IN GLASSWARE.

WITH an excessive demand for glass, both at home and abroad, to call attention to future export business may seem a little premature. For years before the war we harped on the advantages that would accrue to the glass trade if the manufacturers would study the export market, so that when a dull period came there would be an outlet for surplus stock. No one up to August, 1914, could have dreamed that there would be an export demand which we could not care for. But this war cannot last forever. For a little time after it is over there will continue to be a call for American glass because the European factories will not be able to supply the demands that will be made on them, both from their own countrymen and from foreign consumers. Meanwhile, wherever American glass has been placed the demand will grow, provided the requirements of that country are met. Just now the various countries are taking anything and everything, simply because they must have glass; but unless their peculiar wants are catered to they will drift back to the European production.

Some glass houses had already established profitable connections prior to the war, while others have since done so. Those who have made no attempt to secure trade abroad ought to have an eye to its possibilities and study the situation carefully, as the business cannot be had without complying with conditions. This country has hitherto been looked upon as an agricultural nation by the peoples of Europe, Australia and South America, but we are fast becoming known as a manufacturing country also, and opportunity is knocking at our doors. If the glass men had striven for an export trade twenty years ago, as they were advised, there would never have been dull times for them. It is not too late to begin. On the contrary, there never was a more propitious time.

PERSONAL.

DURING the recess while ballots were being counted at the Salesmen's election on Tuesday there was a lot of joking, and John Nixon came in for some good-natured raillery, as well as much congratulation on his recovery. His accident happened because he left the train on the wrong side, and he was hit by the engine of another train. Among other things he was asked if he continued the habit, and there was considerable solicitude as to whether or not the engine had recovered from the shock.

Geo. Hamilton, who has been in the hospital for two or three weeks after undergoing a surgical operation, has so far recovered that he is again at his home, and hopes to be at business shortly after the new year.

O. D. Dela Croix left on Monday to visit the Trenle China Co., East Liverpool, for which he is the local representative.

James P. Gordon will be at the Fort Pitt Hotel, Pittsburgh, the first two weeks in January with the new lines of English, French and Japanese stock patterns of dinnerware from the Jones, McDuffee and Stratton



The Prize Design.

Arrangements may be made with the CROCKERY AND GLASS JOURNAL by manufacturers desirous of reproducing (on royalty) the above, with modifications to suit individual requirements.

OF THE

Co., Boston, together with new lines of fancy goods for spring delivery.

W. F. Ellisson, the well-known traveler for Geo. F. Bassett & Co., expects to get away January 2 for Pittsburgh, where he will have a complete display in room 792, Fort Pitt Hotel.

Herman C. Kupper and his charming wife, who hails from Washington, D. C., will spend the holidays with her parents at the national capital, leaving December 23d and returning early in January.

W. P. Thomas, secretary of the Diamond Glass Co., Indiana, Pa., arrived in town on Tuesday to talk over next year's business with his local agents, the Horace C. Gray Co.

Geo. R. West, head of the Westmoreland Specialty Co., Grapeville, Pa., was in the metropolis on Wednesday and Thursday.

H. B. Thistle, Jr., of the Cox & Lafferty force of travelers, got back to New York last Saturday after spending a week at the Seneca Glass Co., Morgantown, W. Va., and the Imperial Glass Co., Bellaire, O., two factories represented here by his firm.

E. L. Bates, accompanied by Mrs. Bates, left on Tuesday for Boston to spend the holidays with their daughter. Mr. Bates will not devote all of his time to pleasure while away, but in the week between Christmas and New Year's will call on the trade in Boston and vicinity.

Abe H. Hays left on Sunday to visit the factories of the Crooksville China Co. and the New Martinsville Glass Mfg. Co.

Alfred B. Evans, with Meakin & Ridgway, who has been confined to the house since early in October, is improving rapidly, and has every prospect of getting out by January first. He has had a series of carbuncles and boils. One on the back of his neck was dangerous, but happily it was eradicated.

C. Nick Muessig, manager of the East Liverpool office of B. F. Drakenfeld & Co., is expected in town on Saturday on a visit to headquarters and also to spend Christmas with relatives here.

John Hawthorn, buyer for the John Wanamaker store, who sailed from New York on the St. Louis December 9, has arrived on the other side and will make a tour of the English, French and Italian factories. During his absence the management of the department will be under the supervision of his son, Langley, who is considered one of the most efficient of the younger generation of buyers.

Charles Kiefer, of Kiefer Bros. Cut Glass Co., expects to go to Pittsburgh in January to assist David S. Saunders, the concern's Chicago representative, with the display they will have at the Fort Pitt Hotel.

The persuasive powers of John L. Pasmantier, buyer for Samuel Zuckerman, evidently worked to excellent effect on the Western potters, for he claims to have secured large consignments of dinnerware and staples on his recent trip.

During a recent trip to Havana, J. A. Bennett completed arrangements for the opening of a crockery, glass and lamp department for Riera, Toro & Von Twistern, of that city. Mr. Bennett will sail the early part of January to take charge. The concern has placed at his disposal a corps of efficient native salesmen to cover the trade.

Following his usual custom, Horace C. Gray, accompanied by his wife and daughter, left on Tuesday for his home in Clarksburg, W. Va. While away he will visit the factories of the Indiana Glass Co., Huntington Tumbler Co. and Sterling Glass Co., all represented by his firm in New York. During his absence the business will be in charge of W. P. Pomeroy.

AS TO CASH DISCOUNTS.

A CORRESPONDENT of the "New York Times" says: "I have read with a great deal of interest the views of E. L. Howe, secretary and treasurer of the National Retail Dry Goods Association, on the expediency of abolishing cash discounts.

"Looked at squarely, his plea is merely this: That because retail merchants do not know costs, or will insist on closing their eyes to them, the only salvation for the business is to provide these merchants with a contingent fund to insure them against their own folly. He talks of the 'psychology of the mark-up,' but this is only a fancy name for what most of us would call 'kidding ourselves.' I once had a maidservant who would seriously assure me that only by keeping her alarm clock a quarter hour fast was she able to get up in time to have breakfast ready when it was wanted. I should be sorry to think the American retailer of a similar order of mentality.

"That which is really needed to correct whatever tendency there may be to underprice is a better know-

ledge of costs and a clearer understanding of cash discounts.

"Except in extraordinary circumstances a cash discount, properly so-called, does not exceed one per cent a month for the time between delivery and the date of payment customary in the trade. This type of discount is not at all a reduction in the purchase price of merchandise, but should be dealt with as a credit to the cost of money, and the cost of money is an element of the cost of doing business that is not less entitled to its proportionate share of study than is rent, or clerk hire, or delivery service. The merchant who misunderstands this credit factor in the cost of money must fail to appreciate the importance of the whole matter and is in a poor way to take advantage of the opportunities to make the most of his own capital that have been made available to him by the reorganization of the banking business of the country, undertaken largely for this very purpose."

McKENNA BROS. OPENING.

PREPARATIONS for the opening of the McKenna Bros. showroom at 1271 Broadway, corner Thirty-second street, are progressing in a very satisfactory manner, and on January 1 they expect to be quite ready. Charles T. and Wm. J. McKenna, who compose the firm, are favorably known to buyers throughout the country through years of traveling with various well-known lines. The concerns they will represent include the Libbey Glass Co., Toledo, O.; Kelly & Steinman, Deposit, N. Y.; Clinton Cut Glass Co., Aldenville, Pa.; Findlay (O.) Cut Glass Co.; August Linke, Seeleyville, O.; Roman Art Co., St. Louis, and John E. Rohrbeck, New York. They will also have a display of lines made for them exclusively.

THIS BUDDHA NOT ORIGINAL.

THE time has passed, in the opinion of the United States customs authorities, for making "original" carvings or sculptures of the features or figure of Buddha. Artists aspiring for this distinction are too late by many centuries, according to a decision made recently by the Board of General Appraisers.

The importation responsible for the board's conclusion consisted of an antique carved figure of Buddha in sapphire, valued at several hundred dollars, and entered at San Francisco by the S. & G. Gump Co. of that city. The Appraiser reported it a "work of art," and the Collector took duty at 15 per cent. The importers went before the board with the claim that free entry accrued under Paragraph 652, providing for "original sculptures."

Judge Waite, who wrote the decision for the customs tribunal, said the testimony failed to reveal who the sculptor was or the artist who first produced the image of which the figure in controversy appeared to be a copy.

ROYAL COPENHAGEN CHRISTMAS PLATE.

THE accompanying illustration shows one of the Royal Copenhagen Porcelain Co.'s Christmas plates. It is the custom of this factory to turn out a special plate of this kind every year. Only a limited



number are made, each of the concern's salesrooms in different parts of the world being allotted a few, and after these are sold there are no more to be had at any price. On account of this their value increases every year, and frequently one brings as high as several hundred dollars from a person making a collection.

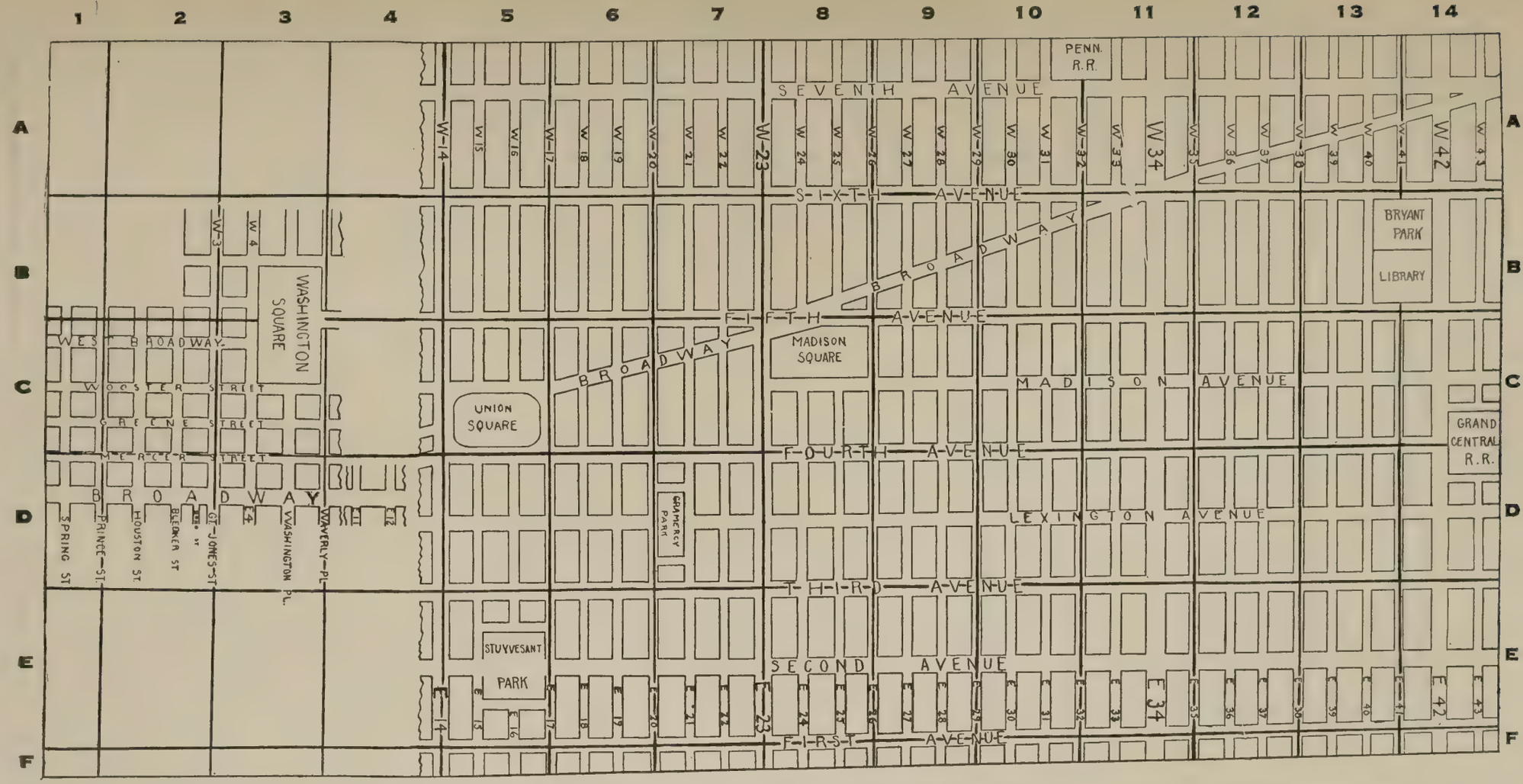
"THE BEST HE EVER SAW."

THE envy of every sportsman in the trade—that's what W. P. Graham, of Graham & Zenger, will be when they read the following:

MARGARETVILLE, N. Y., Dec. 4, 1916.

Friend Graham did you received three birds i sent you three a wednesday and i did not here from you so i thought i would see if you got them all right
the doges are both broke fine they can not be no better but i think you have the best dog for he is not as fast as the big dog you can get a shot every time behind your dog you did not get up i wish you could of saw your doges work i have saw the doges point birds i now fifty yards and then i would begain talking to them and i

Locations of Firms in the Uptown District.



Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Brech, Albert J., 31 Union Square..... C-5

Colonial Co., 145 W 18th.....A-6
Cox & Laffertv. 1140-1146 Broadway..... B 9

Deia Croix, C. J., 19 Madison ave.....C-8
Dohrmann Commercial Co., 85 Fifth ave...C-6

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave ...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 129-131 Fifth ave.....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th..... C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave..... C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co,, 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave..... C 6

United States Glass Co., 24th St. & B'way. B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

have saw them creap with there stummick all most hitting the ground go up in ten or fifteen feet of the bird then stand until i would say go ahead. i let a cupple of my friend see them work and they said that beats any thing they ever saw even George jule hard man up here has had lo es of them to handle and he said they was the best he ever saw. i have been going along a road or through the field and saw them throw ther heades back and it would seem as if it would be a quarter of a mile they would sent a bird i would not believe it my self if i did not now it to be so i have taken lotes of paines with these doges because they were yours i went with them at one time too weekes withought missing a day in order to brake them they are broke and broke right your dog ar. Grahames is what i call a prince but you hafto handle him with gloves on i never as much as spoke hard to him sence i have ben braking him he is the most nowing dog i ever saw it seemes everything you say to him he nows.

bird hunting in this county Thursday was the last so if you now where you have aright to hunt birds i would like to have you to see the dogs work you would not now them in flesh and you never saw too doges feel any better let me know if you got the birds

yours very Truly

WILBUR BANTON.

"A BAD penny always comes back." And so an unkind word will return to you some day when you least expect it.

Locations of Firms in the Downtown District.



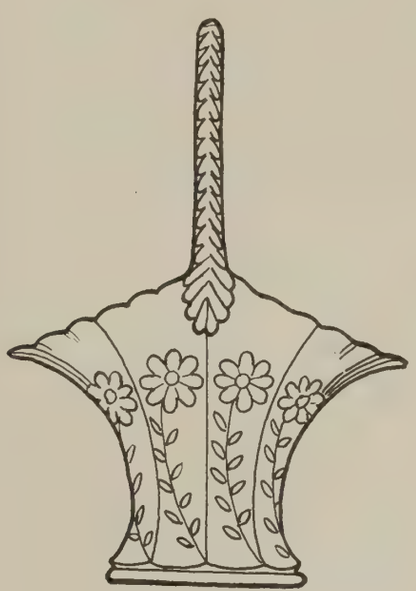
Bassett, G. F., & Co., 72-74 Park Place.... C 4
Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar C., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Straus, L., & Sons, 42-46 Warren St..... C 4
Tarentum Glass Co., 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 4

The GEO. H. BOWMAN CO.,

CLEVELAND,

Cut Glass Manufacturers.

Exceptional values for premium purposes or for Special Sales. Large quantities in stock at all times for immediate shipment.



ALUMINUM COOKING UTENSILS.—The line that sells and repeats because the quality is good and the price is right.

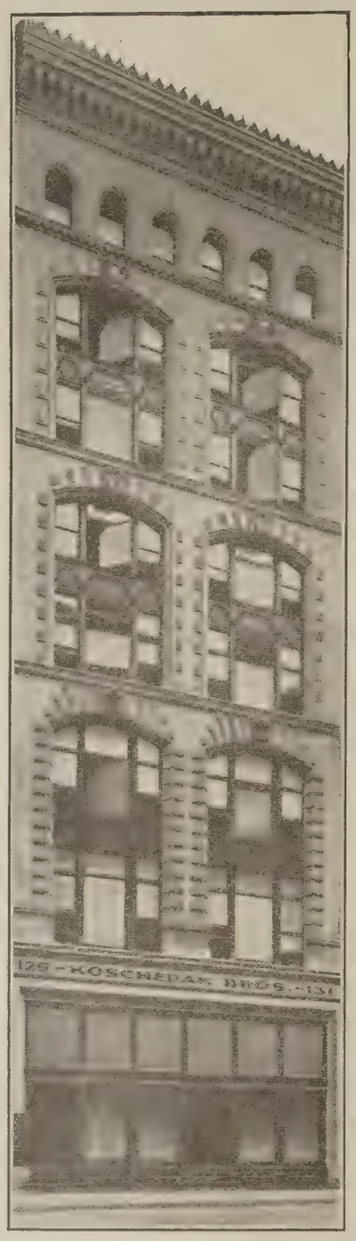
Special items for premiums.

We operate our own pottery for the manufacture of Dinnerware and Fancy Goods.

Samples and Catalogues upon request.

COMPLETE SAMPLE LINES ARE SHOWN AT

Chicago—701 Kesner Building. Messrs. Wm. Bleesing and S. A. Pexton in charge.
Boston—262 Franklin St. Mr. W. R. Amidon.
Denver—311 Charles Bldg. Mr. O. M. Campbell.
and at
Cleveland.



Koscherak Bros.

extend to the Trade
their best wishes for

A Merry Christmas

. . . AND . . .

Happy New Year!

129-131 FIFTH AVENUE., NEW YORK CITY.

The American Natural Fern Co.

thanks the Trade for its liberal patronage during the past year and extends Holiday Greetings to all.

OFFICE AND SHOWROOM:
129-131 Fifth Ave., New York.

FACTORY AND WAREHOUSE:
241 West Seventeenth St., New York.

YOUR SUCCESS

depends on selling merchandise possessing merit, reliability and up-to-dateness. These sterling qualities are always found in the production of the

T. A. McNicol Pottery Co.,

EAST LIVERPOOL, O.

A cordial invitation is extended buyers to visit our plant at all times.

Loderwick Glass.

PATENT APPLIED FOR.

REPRODUCTION OF EARLY AMERICAN TABLE GLASSWARE AFTER THE STYLE MADE AT LANCASTER, 1754.

Especially well adapted for Light Cutting and Engraving.

Displayed during January,
Fort Pitt Hotel,
Pittsburgh.

LOUIS REIZENSTEIN,

SOLE AGENT.

Ferdinand Bing & Co.'s

Successors,

67-69 Irving Place, New York.

NEXT TO THE CORNER OF EIGHTEENTH ST.

Paris: 43 Rue de Paradis.

Marble Statuary, Busts and Pedestals.

Novelties in Marble Compots, Bowls, Vases, Etc.

Imported and Domestic Lamps and Shades.

French, Holland and Italian Potteries.

Specialties for Gift Shops.

Canonsburg Pottery Company

SEMI-PORCELAIN
DINNER WARE.



Three complete dinner shapes.
Many attractive and exclusive decorations.



NEW LINES ARE READY.

SAMPLE ROOM AT FACTORY:

Canonsburg, Pennsylvania.

NEW YORK CITY:

MR. H. BENEDIKT,
71 Murray Street.

Geo. L. Ashworth & Bros.,

HANLEY, ENGLAND.

Fine old fashioned dinnerware shapes and patterns in prints; also high color effects. Rich decorated bowls, service plates, octagon salads, Hotel Ware, etc.

Crown Staffordshire Porcelain Co.,

FENTON, ENGLAND.

High-Grade Bone China in exclusive designs at moderate prices. Dinnerware, Teaware, Vases, Wicker China Baskets—the famous Powder Blue color in unique effects.

Lovatt & Lovatt,

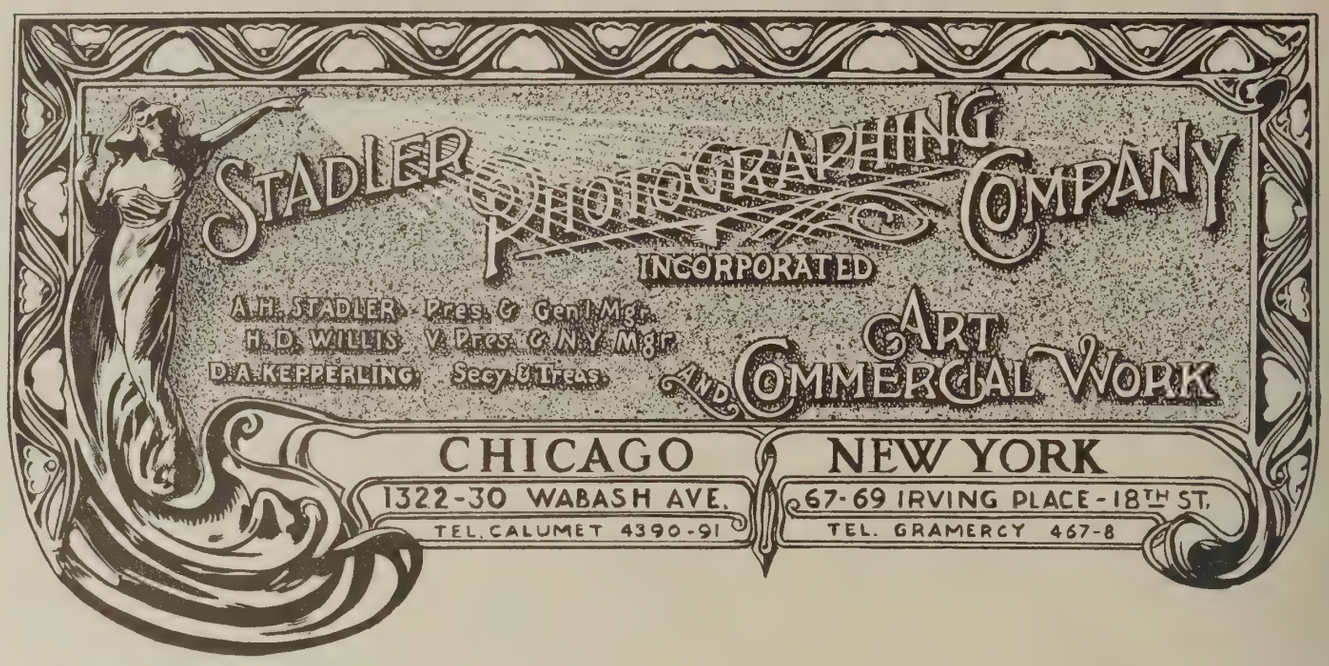
LANGLEY MILL, ENGLAND.

Original makers of LANGLEY WARE—Vitreous Teapots, Hot Water Jugs, Coffee Pots, and a complete line of Vitreous Cooking ware articles in decorated as well as plain colors.

AMERICAN AGENT:

HUGH C. EDMISTON

129 and 131 Fifth Avenue, New York.



TO OUR PATRONS IN THE CROCKERY AND GLASS TRADES:

Twenty-two years ago we prepared to meet a constant and increasing demand for Commercial Photography as an advertising and selling aid. The demand has come, and we are meeting it to the satisfaction of many good friends in the China and Glass trades. To them we offer the last word in photographic efficiency and up-to-date service.

Most of the illustrations in this and past issues of the "Crockery and Glass Journal" are from Stadler Photographs.

Cordially,

STADLER PHOTOGRAPHING CO., Inc.,

Chicago. New York.

The Mail-Order Octopus.

NOT long ago a stupid shipping clerk in a glass factory in Middle Western territory made a "bull" which cost his company a good customer. Two shipments of glass rolling pins were to go out—one to a Western customer and the other to a mail-order house of Chicago. The latter had stipulated that a red label be stuck on the rolling pins, practically placing the responsibility for manufacture, by insinuation, at least, on the mail-order firm. The shipping clerk got the two orders switched. The mail-order firm got the goods intended for the Western customer, who in turn received the pins with the red label attached. By return mail the glass factory received from the Western customer a hot letter, as follows:

"Enclosed you will find our check for $54.40, covering invoice on rolling pins, which have been duly received by us. We take this occasion also to inform you that in the future we can buy no more goods from your company, and that it will be useless for your representative to call upon us. The reason for our decision to sever relations with you is found in the labels, which were evidently pasted by mistake on the pins you sent us. This is conclusive evidence that you are furnishing a mail-order house, which is our strongest competitor in this territory, with the same goods you sell us. We cannot stand for this, since we know that you must be selling this mail-order house at a price considerably lower than you are selling us. Furthermore, the feeling against mail-order houses in this section is so strong that we cannot afford to do business with a concern which recognizes and sells them. We have no other complaint than this, but we feel that this alone is quite sufficient to warrant our action. Thanking you for past favors, and regretting the necessity of taking this step, we are, Yours very truly,

---

When this letter reached the factory there was, of course, a great hullabaloo. The Western customer was a big buyer and discounted his bills. He was like ready money. Letters were written, and glib explanations offered. They remained unanswered, however, and the chances are that the factory will never sell another dollar's worth of goods to this buyer.

What does all this show? For one thing, it evidences quite clearly that in the rural districts there is developing a deep-rooted hatred against the mail-order houses. The merchant across the street, in the same line of business, is a competitor, too; but he plays according to the rules of the game, and is respected. By sending out to the farmer remarkably accurate and attractive catalogues offering to sell him anything from a paper of pins to an automobile, the mail-order house has at one stroke eliminated a dozen different selling expenses, and is therefore able to sell an article at a lower price than the merchant can buy it. The small-town merchant understands in only rare cases that his failure to buy in large quantities is responsible for the higher price which is tacked to the goods he purchases. He sees only a discrimination in favor of his hated competitor, who steals into a community silently, through the mails, and takes away trade he rightfully regards as his own. He has no come-back. The mail-order prices are overwhelmingly against him. He cannot meet them, or even make the attempt to meet them. If he did he would be out of business in less than a month.

That many glass factories which sell to regular trade also sell to the mail-order houses in large quantities is a well-known fact. The factories have never been very proud of this business, for they realize, of course, that in making goods for the mail-order houses they are really competing with the store departments from which they expect the greatest portion of their revenue.

The potteries are in the same boat, as are the manufacturers of lamps, housefurnishings and miscellaneous metal and glass goods.

Mail-order business has always been hard to turn down, in spite of the fact that the margin of profit is often smaller than it should be. These large orders keep the factories in operation, and the mail-order houses are sure and prompt in meeting their obligations.

From all indications, the mail-order house has come to stay, and to grow. The department stores in the medium-sized town (the city competition is nominal) might as well set about to meet the competition in dead earnest. To attempt to meet it on a price basis is impossible. The retail store cannot possibly sell as cheaply as the mail-order house. Fortunately, however, there are many things in favor of the retail store which outweigh, to an extent, the enormous price advantage possessed by the mail-order house. One of the greatest of these is the personal good will toward the town merchant. Another is local advertising, which if intelligently conducted will do much to help the people forget the mail-order houses. The average customer, especially if a woman, has a wholesome desire to see the article she buys before she pays out the money. She has more faith in the article itself than she has in a

zinc etching of the same. In the store she can examine a piece of china at her leisure, make certain that there are no checks or pin-holes, and otherwise indulge her discrimination and taste. The whole proceeding is much more satisfactory from every viewpoint, except the price.

The mail-order houses are ever seeking to make lower prices in their catalogue solicitation of the trade. They know well that therein lies their main appeal; and when a manufacturer, squeezed by notes come due, needs to sell out or go to the wall, they are right there with the money. They take over the plant and operate the same with the assurance that they can sell every dollar's worth of goods the place can turn out. In this way the mail-order house is becoming the competitor of the manufacturer in many lines of business.

The mail-order houses do not stop with trying to sell to the general public. They also aim to sell the dealer, and are building up a very profitable business in this direction all over the country.

Crockery and glass are two articles of which they make a strong feature in their direct solicitation of the dealer. One mail-order house in Chicago, which uses this plan, is the largest all-around buyer of crockery, glassware and cut glass in the Middle West. Quite a number of small concerns manufacture almost exclusively for it. In this respect, then, the mail order house is becoming a real competitor of the manufacturers of crockery and glass, as well as a rival of the store owners. It really seems that there are few business fields into which the octopus has not poked one or more of its greedy claws.

The Pugh Stores Co. has started a mail-order plan which is a little different from the others. A monster warehouse is maintained in Chicago, where samples of all merchandise handled by the company, including crockery and glass, are kept on display. In the smaller towns it is planned to establish branch warehouses where a sample of every article listed in the catalogue is to be carried. Nothing is to be sold from these stocks. They are to be maintained for the sole purpose of giving the customer a chance to see the article before placing his or her order. How the plan will work out is something which cannot be foreseen; but the men behind the enterprise are the keenest in the commercial world, and their judgment ought to count for something. If all the mail-order houses adopted this plan the small-town dealers would have a merry time.



CONSTANTINOPLE CROCKERY STORE.

The parcels post has been a wonderful aid to the growth of the mail-order houses. Although designed for the benefit of all the people, there is no particular class which has been helped as much as these firms, which, it will be remembered, were most active in working for the measure.

The ceaseless enterprise of the mail-order kings,



"Nanko," a Famous Samurai Warrior.

Bronze.

At the Tajimi Co.

LIBRARY
OF THE
UNIVERSITY OF ILLINOIS

their large ideas and ambitions, appear to have made a hit with people in general, who seem to take delight in showing their town merchants that they can get the same article cheaper from the mail-order house. They do this in spite of the fact that it is the merchants who are making the town, giving employment to their sons and daughters, perhaps, and paying taxes into the public fund.

The mail-order houses take money out of a community, and spend nothing. They do not even enrich the hotels by sending salesmen.

In many instances local stores have banded together against the mail-order houses and have undertaken at some expense and effort a campaign against them. People have been warned that they must support home industry and spend their money with those who are assisting them to earn it. These campaigns have all been failures, and have made no more impression on the mail-order houses than water on a duck's back.

With the exception of their catalogues, they have done little advertising to the people direct. They have the prices, and they know well that the cheapest price makes the loudest talk.



How the "Thermos" Bottle Originated.

THE invention of the glass vacuum bottle is generally attributed to Prof. Dewar, an Englishman, who produced it for the purposes of a container for liquefied gases; it being necessary to use for this purpose a flask efficiently insulated against heat, as liquefied gases are very rapidly volatilized at ordinary temperatures. Scientists still call these vessels Dewar flasks.

The Dewar flask consists of two glass bottle joined at the top of the neck, but touching each other in no other place, the wall surface of the space between the inner and outer bottles being silvered, says the "Scientific American." This space is then highly exhausted by means of a vacuum pump.

These Dewar flasks were used for many years in laboratory and scientific work for the purposes for which Prof. Dewar designed them, but the device was recognized as being extremely fragile, and no serious effort seems to have been made to adapt it to commercial uses until a German inventor, Prof. Reinhold Burger, strengthened the device by inserting between the two walls little spacers, or supports, and enclosed the whole glass bottle in an outer protecting metal shell. This improved article obtained a ready and large market as a conveyer and retainer of hot or cold liquors and foods for household and outing purposes.

In spite of the improvements just mentioned, however, the article was still comparatively fragile, and, if submitted to jars sufficient to fracture the glass walls, was, of course, rendered inoperative by destruction of the vacuum. The breakage of these bottles led to many attempts to produce similar devices without the use of glass, and, particularly, attempts to manufacture metal bottles having, in general, the same double-walled vacuum space idea originally disclosed by Dewar. Incomplete scientific knowledge rendered these attempts fruitless, because it apparently was not realized that the high vacuum required in the successful Dewar flask is so difficult of attainment in a metal vessel or flask as to be commercially impossible.

A common and popular explanation of the failure of metal vessels contructed along the lines of the Dewar flask was that the metal was porous, permitting the exterior air to leak into the vacuous chamber, thus ruining the vacuum. Convinced that this was not a proper explanation, an American inventor, William Stanley, while engaged with other scientists—notably Dr. Irving Langmuir—in a study of heat insulation, undertook the task of producing a satisfactory type of heat-insulated, non-breakable metal receptacle.

A study of the action of gaseous molecules as heat carriers in a vacuous space proved, and practical experiments very ingeniously performed by Dr. Langmuir checked up, the theoretical conclusion that the first stages of exhaustion do not increase the heat insulation effect to any practical extent beyond that of a dead air space, but that the commencement of high insulation effect obtained in the Dewar flask is suddenly arrived at coincident with the attainment of a very high vacuum at what might be called a "critical point" in the exhaustion and rapidly increases as this already high vacuum is slightly improved. This "critical point" for Dewar flasks was found to represent a degree of vacuum so high that on the average the path of the molecules in a direction across the vacuous space (in scientific terms, the mean free path) was as great as the distance between the outer and inner vacuum walls.

It was a known scientific fact that all metals have buried within them and "condensed" on their surface

varying amounts of gases which, in their total amount, are surprisingly large, being many times the actual volume of the metal. These gases cannot be quickly and entirely separated from the metal, but show remarkable tendencies to adhere to and remain buried within the surface. When a high vacuum is produced adjacent to a metal surface, these gases do not leave the metal quickly and rush into the vacuous space, but they free themselves very slowly and for a long time continue to appear in the vacuous space. They therefore cannot be removed by any rapid commercial exhaustion. Glass, on the other hand, while having some gases condensed on its surface, is much more easily freed from them, and the glass-wall receptacle, as contrasted with the metal-wall receptacle, presents a comparatively easy subject for high exhaustion.

Mr. Stanley believed that this phenomenon of occluded gas was responsible for the failure to obtain in metal-walled vessels results obtained in the Dewar flask and that as the occluded gases freed themselves from the metal and appeared in the vacuous space, they increased the pressure (i. e., reduced the vacuum) beyond the "critical point," and so rendered the vessel inoperative. Mr. Stanley then conceived the idea that, if the vacuous walls could be brought so close together that the distance between them would be equivalent to the mean free path of the molecules at a comparatively poor degree of exhaustion, high thermal insulation with a comparatively poor vacuum could be obtained and that, if this comparatively poor vacuum left enough gas in the vacuous space, even the occluded gas of the metal walls when freed might not add a sufficient percentage to the residual gas in the vacuous space to perceptibly alter the vacuous pressure or thermal insulation properties. He accomplished this result not by spacing an inner and outer wall extremely close together, but by filling the vacuous space between the inner and outer wall with a very finely divided material or powder itself, so chosen or prepared as to be incapable of giving off gas in a vacuum or even to be absorptive of gas in a vacuum. By this procedure each air space enclosed between the granules of the finely divided powder became to all intents and purposes a separate vacuous space of which the granules were the vacuum walls, so that the distance between these granular walls was extremely minute. Vessels constructed on this principle fully confirmed Mr. Stanley's conclusions. Subsequently he evolved a commercially practical vacuum bottle without the use of glass.

Having perfected his invention, Mr. Stanley turned his attention to the various methods of joining metal which were in general use, and found none that was entirely satisfactory as combining air tightness with extreme strength. After considerable experimenting he has developed an improved method of electric welding which makes a joint not only vacuum tight, but stronger than the sheet metal itself. By using this method he has developed a metal bottle which, although built up from a number of parts, is one solid metal unit when completed. This construction eliminates any danger of breakage at the joints and is the finishing touch necessary to render possible his vision of a highly efficient steel-walled vacuum bottle.

THE BLISTERING OF GLAZES.

IN an English pottery a ton of glaze materials was fritted, and ground in the usual way, and, when subsequently applied to ware and fired, was found to exhibit extreme blistering, giving the appearance of being "boiled up." As it seemed possible that the materials might have been imperfectly fritted, the whole batch was refritted, and again applied to ware and fired, but with no better result. A small sample of the same mixture was fritted on an experimental scale, and gave somewhat better results, though there was still unmistakable blistering. Eventually it was ascertained that when the frit or glaze was ground dry it gave satisfactory results, but when it was ground wet the blistering took place. The most probable explanation is that chemical reaction occurred between the water and frit during grinding, a hydrated product being found, and the water so taken up was expelled during the subsequent firing operation, and so caused the blistering of the glaze.

Similar action is known to take place when felspar is wet-ground, water-glass being formed; but the action is not so marked as in the case under consideration, and it does not cause such trouble through blistering. It has been noticed that highly alkaline frits are liable to produce blistering when ground with water, but not when dry-ground.

THE MANUFACTURER'S SOLILOQUY.

To be, or not to be—that is the question.
Whether it is better to take a reasonable profit, and gun for foreign trade,
Or hold up our dear friend here at home
And skin him to our heart's desire.
To stick him up and take his cash,
And of his present needs make profit plentiful.
Profit! Ah, there's the rub.
If we but knew just what the common dub would stand!
This thought doth make us hesitate.

And there's the war, that gave us this great chance for present gain.
But what will follow after gives us pain
And fills our heart with bitterness and grief.
For after peace has come we'll play another game—
Re-plan our present plans. We will not have
The pauper hordes of Europe for our willing slaves.

But let us not disturb our minds with future grief.
We'll coin the golden moments as they come.



Greetings to All!

A Merry Christmas

. . . and . . .

Happy New Year!

. . The . .

S. Herbert Cut Glass Company

AND

Thos. Shotton Cut Glass Works

35 and 37 West Twenty-third St., New York.

....THE....

Hall China Company

MANUFACTURERS OF

SECRET PROCESS FIRE-PROOF CHINA.

Green and White,

Brown and White,

Blue and White.

EAST LIVERPOOL, OHIO.



A Section of the Japanese China Department.



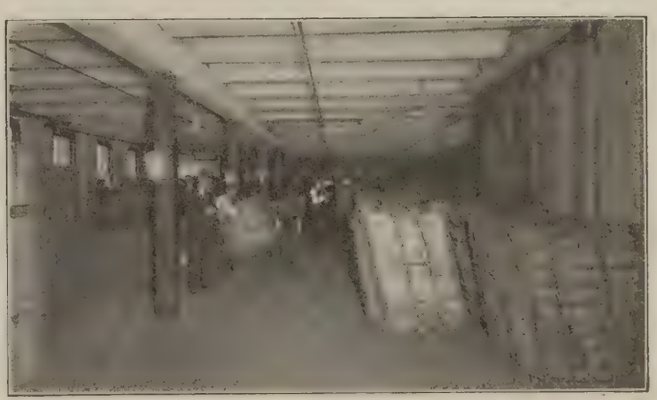
The Cut Glass Room.



SEVEN FLOORS OF CHINA, GLASSWARE AND SILVERWARE.



A View of the New Crystal Room.



Part of the Private Bonded Warehouse—the largest in the U. S.

IMPRESSIONS OF THE IMPORTING HOUSE OF

Mitchell, Woodbury Co., 556-560 Atlantic Ave., BOSTON.

An Institution of National Importance in the Field of China and Glassware.

WHY? BECAUSE—— (See Next Page.)

WE HAVE THE

ENGLISH DINNERWARE.

Stunning Decorations in Wondrous Variety.

SEE OUR 1917 DISPLAY EXTRAORDINARY OF NEW IMPORTED

WE are adding many superb English patterns—the most advanced achievements of Staffordshire's ablest potters—to our line of established English Dinnerware Successes. Two of them are shown here. The others are equally good, and all have sold wherever offered during the past month. If you haven't seen them, better get in before your neighbor, as we give full control for your city on all patterns sold in crates.

Now is the time to buy stock patterns you know can be matched instantly. *Ours can.* Orders for any regular pattern shipped the day received. Ask to see samples and price list of any of these patterns now:





1. "Newport"—rich colored flowers and black lines. Gold on edges and handles.
2. "Newark"—Powder blue rim with flowered panels and orange lines.

BOTH "MINTON" IN APPEARANCE, AT A FRACTION OF ITS COST.

3. "Bangor"—Blue Hawthorn rim and center, gold lines, same shape.
4. "Newton"—Rich Chinese design in blue, yellow and other colors, on a similar "rounded square" shape.

Numerous other *live* English Open Stock patterns, and many more of French China, several brand new. Immediate shipments.

MITCHELL, WO

"The House That is Known

556-560 ATLANTIC AVENUE,

Our Representative, Mr. R. W. Corey, will show our complete line of Dinnerware

MERCHANDISE !

AMERICAN DINNERWARE.

Backed Up By Stupendous Stocks in Boston.

AND AMERICAN DINNERWARE, FANCY CHINA, GLASSWARE, ETC.

"M. W. Co." American Dinnerware Patterns—created by us and made for us only, owned and carried in unheard-of quantities. All new, all wonders for beauty and value—THE OPEN STOCK SENSATION OF 1917. **Anything from a set to a car-load,** whenever you want it. Also four patterns in sets only. Orders filled the day received. Write us about these, referring to pattern by number.



Another feature—Japanese China Dinnerware Patterns for Spring 1917! Every one a winner. Orders taken now filled on arrival of goods. Matchings obtainable any time thereafter, immediately.

Fancy China for 1917. More and better than ever. Ask about our special assorted cases.

Hotelware in 15 decorations with big profits for dealers. Full information and samples sent on request.

ODBURY CO.,

By the Customers It Keeps."

(One Block from South Station), **BOSTON.**

at the Fort Pitt Hotel, Room 228, Pittsburgh, Pa., from January 1st to the 14th.

CAMBRIDGE GLASS CO.,

CAMBRIDGE, OHIO.

Annual Exhibit, Fort Pitt Hotel,

Pittsburgh, Penna.

We will show new goods, novelties and decorations from all departments at Pittsburgh during January. Similar lines will be shown at all of our branch offices.

New York, D. K. Irwin, 90 West Broadway.

Philadelphia, Pa., Nixon & Seubel, 11th and Market Sts.

Boston, Mass., Amidon & Guest, 261 Franklin St.

Chicago, Ill., George Spinney, Garland Bldg., Wabash Ave.

St. Louis, Mo., Frank H. Young.

Toronto, Canada, H. E. Patriarche, 1 Wellington St., West.

ACCEPT our best wishes for a Happy and Prosperous New Year, as well as our thanks for the favors of the past.

PAUL A. STRAUB & CO.

105-107 Fifth Ave., New York

REPRESENTING

PORZELLANFABRIK TIRSCHENREUTH

Dinnerware, Handpainted Fancy Goods, and White China for Decorating.

LORENZ HUTSCHENREUTHER A. G.

Racine Dinnerware, White and Decorated.

VIENNA CHINA

Dinnerware and White China for Decorating.

IMPERIAL CROWN CHINA

Dinnerware.

ALSO

Specialties in Domestic Cut Glass, Lamps and Mahogany Fancy Goods.



POTTERY OF QUALITY

Is a Money-Maker for Merchants.

THE permanency of trade for any dealer is to be had by retailing such patterns as we produce. The exclusive originality, beauty and workmanship preferred by discriminating buyers will keep you with us.

"Your stock came in better than the samples" is a statement made to us repeatedly, proving that the Weller standard is kept up; and we do it because we believe it is your wish, as well as our policy.

There is one of our salesmen near you, and we are as close as the nearest letter-box.

Hanging Baskets.	**Bowls**	**Candlesticks.**
Wall Pockets.	**and**	**Jardinieres.**
Vases.	**Center Pieces.**	**Fern Dishes.**

S. A. WELLER, Zanesville, Ohio.

BOSTON OFFICE:
144 Congress Street.

NEW YORK OFFICE:
Rooms 208-10 Fifth Avenue Bldg., Fifth Avenue.

CHICAGO OFFICE:
510 Heyworth Bldg.

Mr. George Woodworth at the Fort Pitt Hotel, Pittsburgh, Room 639, in January.

A Savings System for Factories.

THE teaching of thrift is of such vital importance and so far-reaching in its effect both on the individual and the community, that the employer would do well to study the subject and make a strenuous effort to induce his employes to start a bank account, says R. F. Corry, in "American Industries." For the benefit of such firms as may be interested, the following plan, showing in detail how the system is established and operated, will produce excellent results, with a minimum of labor:

A small booklet outlining the plan, together with a talk on thrift, goes into the pay envelope. This gives the employes something to talk about and discuss before the next pay day, when a folder with the rules governing the system, and the thrift card, are inserted in their pay.

The employe signs this card, setting aside a fixed amount to be deducted from his wages each pay day. This may be as little as five cents. The trustee sends the card signed by the employe to the bank with the first deposit, and after filling in the other card files same for his records. On the reverse side of these cards are rulings, so arranged that a correct account may be kept by merely checking the dates. The bank having one card and the trustee the other, all errors may be traced and duplicates issued in case of loss.

When the employe has saved $5 he is given a thrift certificate, which he presents at the bank and may open an independent savings account. If he wishes to continue his thrift savings in the factory and have a stated amount deducted from his wages, he signs a new card, which authorizes the trustee to deduct a sum and transfer to his personal account whenever it amounts to $1.

In preparing the system, care has been taken to comply with banking laws throughout the country, in order to protect both the depositor and the trustee. It will be noticed that when the depositor signs this card he not only authorizes the trustee to deduct the money from his wages, but directs him to deposit it in a certain bank as trustee. This relieves the trustee from any responsibility in case of a bank failure. The depositor knows exactly which bank his money is going in and where he will eventually have his savings account. As the forms are furnished through a local bank, the system may be tried without expense to the employer.

Let us consider what is gained by the operation of this system. First, should the employe, under present conditions, desire to open a savings account, he must start with at least $1. As he goes to work before the bank opens, and leaves after it closes, he must either take some of his working time or his noon hour to make a deposit. Nearly all savings institutions are open one evening a week, but after a man has finished a day's work he is not over-anxious to spend an evening going to a bank, or he may live at so great a distance that he would have to ride, in which case he expends for car fare the interest he would receive on $2.50 for one year at 4 per cent.; consequently unless he could deposit more than $2.50 each time he is merely keeping his money in a safe place without profit to himself. This is discouraging.

We know that naturally thrifty persons will find ways and means of getting and keeping a bank account —they do not require so much assistance; but there is a vast army of young men and women who do not feel any responsibility and cannot see the necessity of saving money so long as they are well and working. To reach these we must make saving easy. The main thing is to get a start, and then keep it up in a systematic manner.

With this system a start may be made with any amount, at absolutely no expense of time or labor. One workman does not know how much the other is saving. If the start is made with ten cents one is at liberty to increase the amount at any time, or make additional savings any week that he can afford it. When one considers that over $54,000,000 was saved last year through the medium of the Christmas clubs operated by many banks, it is apparent that were thrift systems placed in factories a vast amount would accumulate which is now frittered away, because the employe cannot or will not take the trouble to put aside small amounts if it requires any effort on his part.

Thrift is the foundation of character. The employe who learns to manage his personal affairs so that he may save part of his earnings will use, after the habit is once formed, the same care in saving his employer's time and material. As his savings account grows he becomes interested in his town. The fact that he has a few dollars in the bank soon gives him a feeling of security, which in turn makes him a safe man. As his mind is on his work, the work improves, and accidents diminish.

The man with a bank account is able to stay with a concern during a period of depression, or when the shop has a dull season and is working only part time. According to statistics, 98 per cent. of wage earners spend every cent they make between paydays. As soon as they have sickness or slack time they cannot pay their bills, and as soon as they use up what little credit they have many jump to a new town, often just when the tide turns and the shop is getting busy. The argument is that they owe so much money it will take all their wages for some time to come to pay old bills. It is to steady this class of labor that saving should be made easy. If an employer, by the expenditure of a little time for clerical work of some member of his office force, can induce and help a percentage of his employes to save, is he not securing the nucleus of a steady class of help—men and women who can be depended on to stick? The larger their bank account grows, the surer he may be of their services. If you had an important place to fill and two applicants for the job, of equal ability, one that you knew had a savings account, and one that you knew had nothing ahead, which would you employ? Would it not be wise to make an effort to lift all your employes to the level of your choice?

While there is no negative side to the question of promoting thrift in factories, we do not find the unions over-anxious to have it introduced. They say, "Let the bank come to us on payday if they want business," but advise against having the employer deduct anything from the pay. Yet this is the strongest part of the system. The depositor directs a fixed sum to be deposited and taken from his wages, and has no further trouble. As soon as he has $5 to his credit he gets his independent bank account and the money is under his personal control—to withdraw or increase, as he sees fit.

If one leaves it to an employer's discretion as to when and where he will deposit or save these small beginnings the object sought will be defeated, as with the best intentions in the world the man or woman will miss some weeks, and it is only by systematic savings that the habit of thrift is formed. If the employe is making $10 a week and directs that 25 cents be put in his savings account he adjusts himself to getting and using $9.75, and really does not miss the quarter, and in a short time gets his bank book with $5 to his credit, while if he is allowed to do as he pleases the money is a long time accumulating.

Saving money is a habit, and when once formed leads to independence. It is to the employer's interest to have men who know the value of money and self-control in a position of independence; and the surest and safest way is to encourage habits of thrift, for as soon as a person gets a start in the world and owns a piece of real estate, a bank account, or a bond or two, he begins to see things from a different angle, and almost without knowing it assumes capilalistic ideas. While we may not agree with the politics of the plutocrat, we do know that the essential basis of all business, the growth and development of the city or country, depends largely on capital, and that section which can show the greatest number of individuals with homes or bank accounts is the best place to cultivate for a continued growth. We may increase our army and build the finest navy in the world, but if the masses of us are not prepared to live and pay our way during a time of stress we are shirking our duty and soon become a burden to the government. The practice of thrift not only prepares one for misfortune, but is the best insurance for peace and continued prosperity.

The man or woman who is spending all he or she earns between paydays is living on a precipice, with the prospect of a slide. With the least rumor of trouble, either in his home or factory, he at once has to think of some way to tide him over the trouble. He annoys his fellow workmen trying to borrow money, and, were figures available, the time lost over money troubles in any factory or office, the percentage of accidents due directly to the employe having his mind on his debts, when it should be on his work, would make such a showing that thrift would soon have a prominent place in all welfare and safety work. It has been proven conclusively that the most efficient means of preventing accidents has been the personal education of the employe. To put a guard on a machine and tell the operator that it was for his safety is not enough; but when you show him the danger and explain why it is guarded he begins to take a personal interest.

So it is with the saving habit. We all know that a bank account is essential, but hate to deprive ourselves of any luxury or comfort to make the start. As a nation we are wealthy; as individuals, poor. In fact, only about 108 persons out of every 1,000 who could have savings accounts have them, whereas in Switzerland over 500 persons out of every 1,000 are savings bank depositors.

Emerson says, "The chief want in life is somebody who shall make us do the best we can." If there is any one thing that Americans need more than another it is some method that will make them save—to live within their income and put a little aside for the future. At the present time labor of all kinds is in great demand. Wages are high—and going higher. How many employes who are making more money this year than last are saving any part of the increase? The reply is, living has increased more than wages. That may be true to a certain extent, but more often one will find that they have taken better quarters to live in, bought more furniture, more clothes, had more amusements—in short, made their expenses just as much more as their increased pay would allow. Consequently, just as soon as business slackens a bit, or work gets scarce, they have to drop back or live on credit. so the effect runs through the trade, and the factory



"Jesus Before the Pharisees."

By Thorvaldsen.

At Royal Copenhagen Porcelain Co.

LIBRARY
OF THE
UNIVERSITY OF ILLIN

reduces labor and expenses, which adds to the cry, and results in our periodical panics and business depression. Were it possible to educate the great mass of employes to save a small part of their wages, and when they worked overtime, or had increases, to adjust themselves to save at least a part of this extra money, we would enter on a safe and sane development, leading to continuous and lasting prosperity. No nation ever fell through poverty. The fall of all nations since history began was through the reckless waste and living of its people.

Now is the time for us to realize our tremendous wealth and almost unlimited resources, and to so adjust our ways of living as to enjoy them for all time.

Money, being the medium of exchange, is the first requisite in all transactions. The American manufacturer-merchant cannot do anything that will have a more lasting effect on his own and the business community in general than to induce and help his employes to start and keep savings accounts.

The Deep Philosophy of Toys.

THE small boy gets a train of cars. His first thought is, Why won't it go? Naturally. He has seen trains tearing along and his imagination immediately endows the miniature equipment from the toy shop with life, motion, speed, excitement.

So what does he do? He gets down on the floor and in marvellous stooping postures known only to the small boy drags his train along until he thinks a respectable speed has been attained.

Into the cars go dolls for passengers; into the locomotive tender small pieces of coal, carefully washed, for fuel.

But—there's no smoke coming out of the smokestack! Ah! The little brain solves the problem. Into the smokestack he shovels sawdust with a spoon. Again the train starts. Out comes the sawdust in irregular spurts along the tracks. That's something like. The picture is complete. The child has been forced to think, and he has had a lot of fun.

What is the point, you ask?

A little girl breaks her doll's head. Is that the end of her toy? By no means. There is enacted a tiny drama forthwith.

First come tears and sobs. Then the little girl—your little girl, my little girl, anybody's little girl—borrows a piece of cloth from her mother. "Poor sick dolly" is solemnly bandaged and put to bed. Possibly a small brother is the doctor. Dolly is operated on with a needle. The mother puts a new head on dolly while the children are fast asleep. The next day the great-eyed inanimate little thing, darling of a child's dreams, leaves the hospital completely cured.

That is the philosophy of toys.

And that is not all. The mind never rejects a suggestion. What the busy driving little brain is doing to-day with a toy may well be translated years later into the efforts of a workaday world, when the golden age of the nursery is but a part of the delicate web of memory.

Nothing in life is as beautiful as the stirring of thought within the child. That idea opens up a whole volume of psychology. But ponder on it here for a moment and you will come to understand the deeper philosophy of toys. Perhaps these lines of Robert Louis Stevenson—who knew, if any one ever did, the heart of a child and how the childish brain reproduces in play the world passing round about him—will help you:

> What are you able to build with your blocks?
> Castles and palaces, temples and docks.
> Rain may keep raining, and others go roam,
> But I can be happy and building at home.
>
> Let the sofa be mountains, the carpet be sea,
> Then I'll establish a city for me;
> A kirk and a mill and a palace beside,
> And a harbor as well where my vessel may ride.
>
> * * *
>
> Yet as I saw it, I see it again,
> The kirk and the palace, the ships and the men,
> And as long as I live and where'er I may be,
> I'll always remember my town by the sea.

A child-loving English writer has followed the thought out still further:

"A toy may teach better than the school books. The child of to-day may learn to remember events that are now making history and inventions that are revolutionizing social conditions from the toys that are now its treasure playthings. They will be connected with facts learned later on, and will materially assist in impressing these facts upon the memory.

"The toys keep pace with the times, and may serve as object lessons to those who will learn. Who knows but that they may eventually throw light on the long forgotten period of the twentieth century should the archaeologists of ages to come be as fortunate in their finds as the Egyptian excavators of the present?"

There is no great world event that has not been symbolized by a toy. Even the guillotine of the French Revolution has been reproduced by a plaything. Who knows but that the child Moses may have owned the linen doll stuffed with papyrus grown on the banks of the Nile that reclines dumbly behind glass in the museum of to-day?

The fine workmanship of the Middle Ages of Europe and of the Renaissance is reflected in the toys of those periods. There was no special trade of toymakers then. Mrs. Nevill Jackson, a writer who has delved perhaps further than anybody else into this fascinating subject, thinks it possible that Benvenuto Cellini may have carved many of the silver toy soldiers found in modern collections, and that Chippendale may have furnished a doll's house.

Let us follow the trail of the toy still further back into the ages:

Children do not change with the centuries. Always has the child had his toys and his games, and the diversions of the playroom have been curiously similar throughout the years.

The little black children of South Africa, the infant Russians, the tiny Malays, the small people of our own Indian races, have played much the same games as did the Greek and Roman and Egyptian children before them. It seems, indeed, that a common humanity begins in infancy.

The rattle, that venerable toy of joy forever to children of all ages and under all skies, was well known in ancient Greece, and greatly esteemed for the use of infants. It probably was invented in the fifth century B. C. by Archytas, a philosopher who was indeed great, since he was not too busy to lend his wisdom to reasonable childish things.

Nor must you run away with the idea that toys are only for children. Scattered throughout the world are grave merchants, doctors, lawyers, magistrates and men following the profession of arms who have a passion for toy soldiers. Some collect only certain types, others strive to obtain a complete gallery of small lead warriors.

One collector has more than 400,000 specimens, another has 200,000. In the latter collection each regiment of infantry is composed of twenty-five infantrymen, and ten cavalrymen compose each regiment of horse. The infantry regiments of another grown-up enthusiast consist of 240 men, with ninety-six in each of the mounted branches.

Some of these collectors keep their treasures, brought together only after years of untiring search, for the most part peacefully reposing in flannel lined cabinets. Others of a more militant turn conjure up great battlefields in miniature, filled with trumpeting armies, waving flags, deploying divisions, thundering artillery and brisk skirmishers, all strictly according to authentic engagements now safely in the pages of history. Verily is the child the father of the man!

The magic lantern, which perhaps above all other toys appeals to the love of mystery of the boyish mind, was invented by Roger Bacon, an English monk, who told his beads back in the thirteenth century. Some years later the magic lantern became a favorite among the nobility, having particularly great popularity in the fun-loving homes of France.

It may almost be said that toyland has held up a mirror to the field of science. The great laws of gravitation, centrifugal force, magnetism, hydraulics, have all found their way into the nursery, illumined and simplified for the childish mind by the art of the toy-maker. Set this thought to working the next time that you go into a toy shop and you will realize anew the value of toys and the importance of their place in our scheme of life.

It has been rather cruelly said that a child's love of endlessly dressing, hand and face washing and otherwise beautifying her doll, comes less from a liking for neatness than from a desire to inflict on something else the continual discipline which she herself receives from her nurse as from a stern, inexorable fate. No matter. Make-believe doesn't depend on motive for its effectiveness, and we are all human.

The Land of the Cherry Blossom is the modern paradise for dolls, so far as housing them is concerned. The home of the little lady of the obi is complete down to the pen and ink and writing pad with which, no doubt, she indites her love notes. And if there is anything in toyland more fetching than a baby Japanese doll, chubby, rosy and serene, this chronicler does not know just what it is.

There is not space enough to write of the dolls of the world; but rest assured that the heart of a little girl in Borneo is just as full of the divine mothering instinct that makes the childish love of dolls a thing apart as is the heart of a tiny maid of Gotham.

The gallery of toy animals has always been filled to overflowing. Little Egyptian boys of the olden time had a strong liking for spotted cows made out of pottery; the animal-loving boys of Cyrenaica had a weakness for mules, and there are still preserved some curious figures from Greece before the Christian era.

The children of King Agesilaus, ruler of Sparta in 399 B. C., seem to have been the first to appreciate the hobby-horse. The king himself was not above joining in the gallop between hours on the throne.

DON'T be so intent on putting punch into your sales talk that you pass up the purchaser's point of view.



Martha Washington
Dinner Ware.



The Smith-Phillips China Co.,

East Liverpool, Ohio.



New Patterns Nippon China Dinnerware

FOR APRIL DELIVERY—1917.

Neat, Attractive, Profitable Patterns.

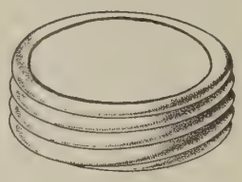
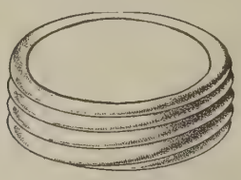
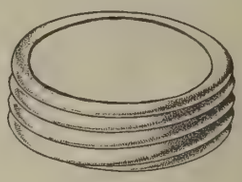
In these new patterns we offer a line of china dinnerware that possesses all of the neatness of Japanese workmanship, all of the attractiveness of color combination that might be expected from the Oriental, and yet in practical designs that should appeal to American housewives. You should find them a most interesting and profitable addition to your line.

Practical Assortments for Quick "Turn-Over."

We feature especially medium-sized packages that have been made up to meet the needs of the average merchant, giving him thoroughly salable stock that would represent a complete turn-over of his money without a leaving of odd pieces.

The Kinney & Levan Co.,

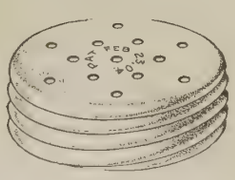
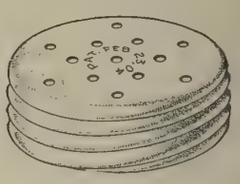
1365-1385 Euclid Avenue, Cleveland, Ohio.

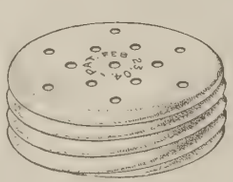
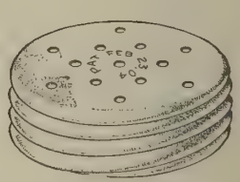
Celluloid Cap & Metal Ring Co.,

(Incorporated),

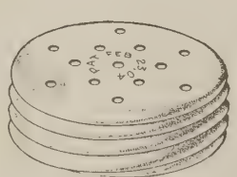
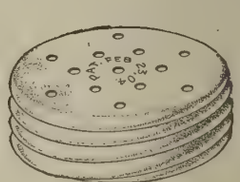
NEPERA PARK, N. Y.,

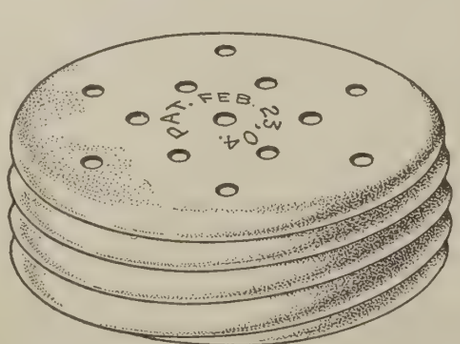
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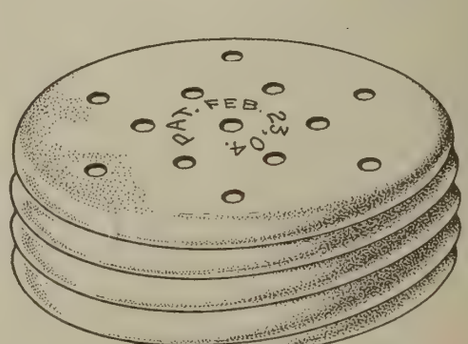



Celluloid "Salt and Pepper" Caps.

ALSO DISCS AND METAL RINGS.







ROYAL WORCESTER CHINA



With splendid enterprise and dauntless perseverance

The Worcester Royal Porcelain Co.

have not permitted these turbulent times to interfere with their constructive program.

We are assured the new specimens prepared for the coming season include many charming surprises, both in design and decoration.

1917 EXHIBIT, PREMIER JANUARY FOURTH.

A very cordial invitation to call and inspect the display is hereby extended to the trade.

MADDOCK & MILLER

Sole United States and Canada Representatives

54 Murray Street NEW YORK

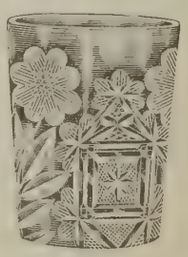
J.W.W.

We have over one hundred thousand

pieces of genuine American Crystal Potash Glass



9 inch Combination Punch Bowl with 6 inch Compote..... $5.50



No. 9A. ½ PINT TUMBLER.
Per dozen..... ... $6.70

"ROYAL"

1917 Pattern

NOW READY FOR DELIVERY.



No. 775. JUG.
3 pint, each..... $3.50
4 pint, each..... 4 00

for prompt delivery, consisting of 8-9-10 inch Salad Bowls, 12-13 inch Orange Bowls, 5-6-8 inch 3-peg footed Bowls, 50 assorted Bon Bons, all shapes and sizes, 7-inch Cabarets, 5-6-7-8-9 inch assorted Compotes, assorted Candlesticks, Puff Boxes, Hair Receivers, Cigar Jars, Cracker Jars, 14 assorted Fern Dishes, Mayonnaise Sets, Water Bottles, 2-3-4-5 pint Jugs, Tankards, Ice Tea Glasses, Water Tumblers, Salad Plates, Cake Plates, Ice Cream Trays, Ice Tubs, 5-6-7-8-9 inch Nappies, 5-6 inch handled Nappies, 6-7-8 inch 2-handled Nappies, 6-7-8 inch 3-footed Nappies, 6-7 inch handled Basket Nappies, Spoon Holders, Spoon Trays, Rose Bowls, 10-12-14 inch Plateaux, Wine Sets, Whiskey Sets, Sugars and Creamers, Sugar Trays, Cream Jugs, Punch Bowls, Punch Cups, 6-8-10-12-14-16-18-20-30 inch Vases.

SEND FOR ILLUSTRATED CATALOG.

Central Cut Glass Company,

1114 East Sixty-third Street, Chicago, Ill.

Factories at Walkerton, Indiana; Saginaw, Michigan; Mt. Vernon, Illinois.

FORWARD!

SYRACUSE CHINA.



1870



1916

These illustrations of the original ana present factories suggest the development and extent of the Onondaga Pottery Company since its founding in 1870.

Syracuse, N. Y., December 21, 1916.

TO THE TRADE:

We take this means of announcing to our friends our FORWARD PLANS for the future.

Although we have in our present plant produced ONE-THIRD of all the Vitrified China made in the United States, the demand for SYRACUSE CHINA has assumed such proportions that we have planned for the immediate extension of our facilities.

The projected buildings and kilns will add ONE-THIRD to our present capacity and will be so arranged that another unit equal in size can be added as soon as needed.

During the past months extraordinary conditions have prevailed. Despite the fact that our production and shipments have been greatly in excess of any previous year, the large volume of orders has made it impossible for us to render prompt service.

The new plant will give much-needed relief in a situation that is equally unsatisfactory to our customers and ourselves. Meantime, production in our present plant will be pushed to the utmost, and we hope thus to care for all urgent requirements.

Our best wishes for a Prosperous and Happy New Year!

Cordially yours,

ONONDAGA POTTERY CO.

BASS
Novelties

BUY YOUR SPRING GOODS EARLY.

BUY THEM NOW.

FROM all indications the steadily-advancing prices of metals, glass and materials that prevailed in 1916 will continue during the coming year. Metals have advanced over two hundred per cent in the last year, and where they will land no man can foretell. Other materials have increased correspondingly.





Our foresight and unusual resources place us in a position to offer our line of Silver-Plated and Silver-Deposit Novelties at the old prices. *But we cannot guarantee how long this condition will continue, and suggest that you do your spring buying before conditions compel us to advance our figures.*

Call on us when in New York or send for our booklet No. 3, showing over 200 unusual numbers.

E. & J. Bass INC. MANUFACTURERS

610-614 Broadway, New York.



The Roseville Pottery Company

extends a cordial invitation to all to inspect its lines of Jardinieres, Jardinieres and Pedestals, Umbrella Stands, Vases, Flower Bowls, Fern Dishes, in the many popular finishes, including "DONATELLO," "CARNELIAN," ANTIQUE GREEN and SOLID COLORS.

Nursery Assortment Items—adapted exclusively to the Nursery for the use of children.

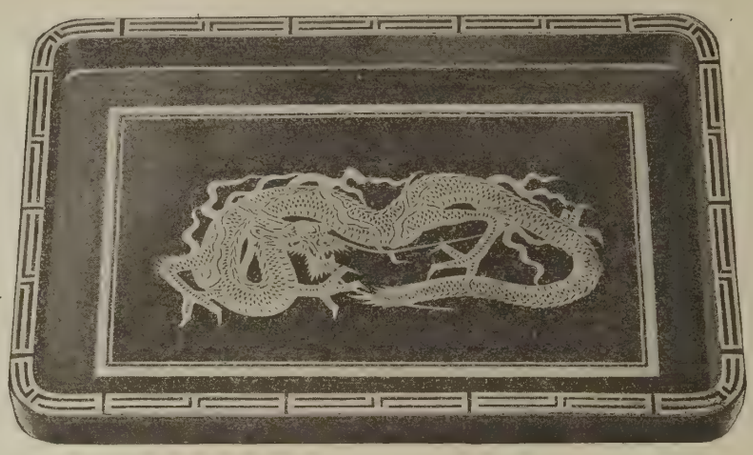
There will be some unusually attractive new items the first of the year.

The Roseville Pottery Company,

621 Fifth Ave., at Fiftieth St., New York.

511 Tuttle Bldg., Chicago, Ill. *Factories at Zanesville, O.*

Japanese Goods.



ONE OF OUR LACQUERED TRAYS.

Mogi, Momonoi & Co.,

105-7 East Sixteenth St., New York.

Merchandise with life is what we have developed.

Among numerous items in stock for immediate delivery we call your special attention to the following:

Lacquered Trays and Boxes, of excellent designs in which art and utility are combined.

Portable Lamps of artistic pottery and bronze, in which symmetry and color scheme are perfectly combined.

Artificial Flowers of all kinds, in which nature has been precisely imitated. Our flowers not only sell themselves, but help to sell your vases and bowls.

We cordially invite you to call. You will see things others do not have.

The Story of Simmons' Rise.

WHEN told by his mother that he would have to leave school and hunt for work, Edward Campbell Simmons, aged fifteen, went to see a hardware merchant, writes James B. Morrow, in "The Nation's Business."

"What can you do?" the merchant inquired, maneuvering for time and an excuse to say "no."

"Anything," was the prompt and self-confident reply, "that can be done by a boy of my size. Where shall I hang my coat?"

"The last sentence," says Mr. Simmons, who has become the greatest hardware merchant in the world, "got me a job."

A three year contract was made on a sliding scale. The boy, slim, and military-looking even then, and eager of countenance as well, was to receive $150 the first year, $200 the second and $300 the third.

Before the time was up, however, he concluded to look for another place. The store in which he was employed was too large, he thought. There were forty clerks.

Three men, he heard, had formed a partnership, also to engage in the hardware trade. They offered Edward Simmons, now eighteen years of age, $50 a month. The bid was promptly raised $10 by his old employer; and as promptly refused.

"I felt," Mr. Simmons said to the writer of this article, "that my chances for promotion would be better in a small store than in a large one. As it turned out, my judgment was correct.

"The names of the partners were Wilson, Levering and Waters. I was the only clerk, although I wasn't permitted to sell goods. Putting up orders and opening boxes was my regular work.

"'You are too young to go behind the counter,' I was told. 'You are a good boy,' Mr. Waters added, 'but you are not old enough to be impressive.'

"I didn't say anything, though a plan had taken form in my mind while Waters was talking. The porter came to the store at 7 o'clock in the morning. I asked for a key, saying that 6 o'clock suited me better. The partners held a conference to consider the matter. Whether the vote was unanimous or only a majority I never learned. At all events, I was given a key to the front door—brass, and a foot long.

"There were no railroads in those days. Merchants traveled to St. Louis on boats. I argued that the noise of the city, the strange beds and the mental excitement of their new experiences would cause them to wake early in the morning.

"They would get up, I believed, dress, go out into the streets and browse around. Seeing an open store, they would go in, of course. And so it worked out. By and by, better to expedite matters, I would learn the names of the newly arrived merchants at the three hotels. Then I would walk the halls, back and forth, until one of them appeared. Introducing myself, I would accompany him to breakfast, tell him all about the city and make careful inquiries concerning the state of things in his part of the country. After breakfast we would go to the store.

"When I had sold $18,000 worth of goods in one month my employers acknowledged that I was a salesman. I have always been a salesman, and nothing else, and I claim no other distinction.

"Wilson withdrew from the partnership. Levering died. I was still getting $50 a month. The stock of goods was worth $125,000. Waters had an equity of $15,000 in the establishment. I had nothing.

"We—Waters and myself—bought the store from Levering's heirs. Being the capitalist, Waters took a three-fourth's interest. The notes we gave totalled $110,000.

"The new firm made money, but Waters wasn't happy. He said that he didn't want to die in the poorhouse, and that my policy of expansion, he feared, would end in bankruptcy.

"'I can't stand the pace, Ed,' he said, one morning. 'I'll buy you out or sell out at the invoice price of the stock.'

"That was in 1869, and I was thirty years old," Mr. Simmons went on, in continuing his narrative. "I agreed to give Waters sixty monthly notes for an aggregate of $275,000. The bargain was made in June and was to be operative on the first day of January following.

"We didn't say a word about it, even to our friends. Nor did we speak of it between ourselves. On January 1, 1870, I handed Billy Waters the notes, and the store was my own.

"Forty-eight hours later, Mr. Lackland, a banker, sent for me. He had heard of the change in the firm.

"'How did you pay Waters?' he asked.

"'In notes,' I told him.

"'Why didn't you give him cash?' Mr. Lackland inquired.

"'I don't understand what you mean,' I answered. 'I have no money.'

"'The bank,' Mr. Lackland said, 'would have lent you the full amount, and, besides, we would have elected you a member of our board of directors.'

"I didn't sleep any that night," Mr. Simmons confessed to the writer. "Calling on Waters the next morning I said: 'Billy, what will you take for those notes?'

"'They are drawing six per cent,' he remarked, 'and that is good enough for me.'

"'Always provided, of course,' I observed, 'that the notes are met when due. They will be promptly paid; but you will worry some, I guess.'

"'Do you want to buy them?' Waters inquired in considerable surprise.

"'I do,' I assured him.

"'Well,' he said, 'I'll take $250,000 cash.'

"'Wouldn't you accept $25,000 less?' I asked.

"'Look here, Ed,' he exclaimed, 'we are friends. Don't let us haggle between ourselves. I'll take $250,000. You have twenty-four hours in which to say "yes" or "no."'

"'I don't ask for a day, an hour, or even a minute,' I told him. 'The notes are sold to E. C. Simmons, at the price you named.'

"The money," Mr. Simmons continued, "was borrowed at Mr. Lackland's bank. Furthermore, I was elected a member of the directorate, just as Mr. Lackland had said would be the case. I made the most promising man in my store a partner in whatever profits should be earned.

"We made $78,000 the first year and discounted all of our bills for cash. Our profits the second year were $132,000. The third year I paid the bank in full. And that is the way I got into business for myself."

The day he told the story, here repeated, Mr. Simmons and his three sons, owners of the great establishment he created, had 600 traveling salesmen in their employment, and 1,700 men and women; including 365 stenographers, were working in their store and warehouses.



MAKING POTS IN INDIA.

There were 8,000 separate articles in the stock of goods on hand. The merchandise daily received and shipped would have loaded a railroad train. A catalogue of items and prices, a yearly publication, had cost $150,000.

"Enthusiasm," Mr. Simmons replied, when asked to what particular policy or personal faculty he attributed his uncommon success.

"Nothing else?"

"That's enough," was his vigorous response. "Enthusiasm," he repeated, "will win at any time or in any place. I'll not spoil the answer to your question by



Egyptian Water-Carrier.

dragging in a lot of things that are obvious to all sensible men."

"But is enthusiasm as big an asset as it was thirty years ago, when business enterprises were small, for most part?"

"Yes, among top-notchers," Mr. Simmons answered. "There will always be a fine fighting chance for the person who loves his work and keeps his eyes off the clock."

"For the man of forty, let us say?"

"No good man of forty," Mr. Simmons said, with greater energy than before, "need be out of a job. If the firm for which he works quits or sells out, other firms, knowing his capabilities and character, will give him work and a chance. But if he is a clock-watcher or a grouch nobody will want him around.

"Thousands of men," Mr. Simmons went on, "have grouches—it is a common disease of the spirit and the human face. They know they would do splendidly in some other jobs, but not in the ones they have. The grouchy look becomes fixed in their countenances; but they are unconscious of the fact. They carry the look into the street and take it home at night. It's flung out like a triumphant banner when they are looking for work. 'We are sour on the world,' they declare, by the gloom in which they wrap themselves, 'and we don't care who knows it.'

"I tell our men to look cheerful, to feel cheerful, and to be kind. I can not go into details about being kind—it's a state of the mind, and must be felt. For instance: I could have received you coldly today and answered your questions briefly or not at all. Instead, I am talking freely and trying to help you along in your business. I advise everyone to be kind. Presently it becomes a habit and reduces the frictions of life. If there is friction in our establishment the person who causes it has to find another employer. We have no time-registers. Every one is on his honor to come punctually and remain until the work of the day is over. 'Do what you are told to do,' we say, 'and talk about it afterward.' The result is that there is no talk whatever, and consequently no loss of time, nor is there any friction.

"A salesman comes to me and says: 'I could sell as many goods as Brown if I had his territory.'

"'All right,' I reply, 'I'll let you have Brown's territory. If you fail to sell as much as Brown, however, out you go, and I will write the word "failure" after your name on our records.' The salesman invariably says that he will stay where he is.

"Enthusiasm, kindness, a cheerful face and an utter indifference to the hands of the clock, and no man of forty need be out of employment."

"Don't you often mourn the departure of the good, old, ethical days of the past, when all men were honest and there was no greed in the universe?"

"Business methods nowadays," Mr. Simmons replied, "are infinitely better than they ever were. Men have found out that it is not only possible but profitable to follow the Golden Rule in all the matters of life.

"It was the custom, when I was a traveling salesman, to buy drinks and cigars for one's customers; also to show them the sights when they came to the city. Such things are done no more; they would not be tolerated. I insist that each of our traveling salesmen shall establish a home in the center of his district, so that he can be with his family over Sunday. Once a year I tell all of them, in one way or another, that they are expected to return to their homes each Saturday as wholesome morally as their wives and daughters.

"Then the old way was to sell a merchant goods whether he needed them or not. The scheme was to pile up his shelves with merchandise, salable or unsalable. We do not sell a man anything now that he can not dispose of inside of four months. Helping the merchant has become a principle of good salesmanship. He is counseled as to the quality and the quantity of his purchases. I cut an order down this morning, telling the merchant he had bought too much of a certain line of articles. A great deal has been said about the sharp practices of business men. I assert that the present generation of business men is more honest than were the generations of the past."

IF I KNEW YOU AND YOU KNEW ME.

If I knew you and you knew me
'Tis seldom we would disagree;
But, never having yet clasped hand,
Both often fail to understand
That each intends to do what's right,
And treat each other "honor bright."
How little to complain there'd be
If I knew you and you knew me!

Whene'er we ship you by mistake,
Or in your bill some error make,
From irritation you'd be free
If I knew you and you knew me.
Or when the cheques don't come on time.
And customers send us ne'er a line,
We'd wait without anxiety
If I knew you and you knew me.

Or when some goods you "fire back,"
Or make a "kick" on this or that,
We'd take it in good part, you see,
If I knew you and you knew me.
With customers ten thousand strong
Occasionally things go wrong—
Sometimes our fault, sometimes theirs.
Forbearance would decrease all cares.
Kind friend, how pleasant things would be
If I knew you and you knew me.

Then let no doubting thoughts abide
Of firm good faith on either side;
Confidence to each other give;
Living ourselves, let others live;
But any time you come this way,
That you will call we hope and pray.
Then face to face we each shall see,
And I'll know you and you'll know me.

Leaflet issued by Murdoch Bros., Ltd., Brandon, Manitoba.

Distinctive Window Dressing.

THE average display of crockery is not such as to attract general attention. It is interesting, of course, to those who chance to be in want of such goods at that particular time; but what should be aimed at is to attract a larger public and to interest the average passer-by.

Take, for instance, the casserole, which in the last several years has become very popular. Many are still unacquainted with the advantages it possesses; and in order to educate the people along this line there is no better agency than your show window—provided you display your goods in a "somewhat different" way than your competitor around the corner.

A number of progressive dealers have already done this, and a description of their displays will do more to show the advantage of novel and distinctive trims than pages of argument.

Abbott's, of Chattanooga, Tenn., recently fixed up an earthenware window that attracted wide attention; and the catchy cards, in particular, conjured up such visions of gustatory delight that they inspired every man and woman who read them to invest in some of the little brown dishes. Grouped together were a number of bean-pots of assorted sizes, in the midst of which was a card describing the various uses to which they might be put. Casseroles, ramekins, custards, shirrers, au gratin dishes—all had cards attached acquainting the housewife with new forms or culinary adaptation.

Another distinctive window arranged by this firm was filled with a set of porcelain dinner dishes in a Chinese design. In the background was a screen with panels of crepe paper in Chinese pattern. A set of wind-bells dangled from the ceiling, and crossed chopsticks in front added to the Oriental atmosphere of the window.

J. A. Mahoney, Deming, N. Mex., recently disclosed a window of brown earthenware which showed up well against the green-paneled screens in the background. The display was arranged on little tables, each of which was covered with a green scarf. White wood pedestals were scattered around, each decorated with black and white crepe paper, and each topped with an earthen pot, kettle or large baking dish. All along the front, arranged on embroidered paper napkins, were little casseroles. In the background, on the wall, was a large oval made of little yellow pamphlets describing the ware, and in the centre in large letters the particular brand of earthenware featured.

A "Tea Window" that by reason of its novelty attracted much attention was shown by Jno. McClellan & Co., Houston, Texas. In the centre was a big card with a huge black "T" which formed the initial letter for a number of words in smaller letters—tea sets, tea pots, tea kettles, tea glasses, tea rings, etc. In front were shown a row of porcelain silver-rimmed tea pot tiles, while above them were suspended tea balls. Scattered throughout the window were tea strainers of wire and china, several sets of tea cups and saucers, tea pots of silver, aluminum and earthenware; sugars and creamers, both china and silver; japanned tea trays and electric urns. A handsome iced-tea set was shown—a large salver, with cut glass bowl for cracked ice in the centre, and around it tall glasses set in holders of filigree silver, while at the side were a set of long silver iced-tea spoons. On a shelf in the background were tea kettles of aluminum and granite ware.

A specialty window such as this would attract the gaze of the passing crowd where an ordinary crockery and glass display would pass unnoticed.

The Nathan Dohrman Co., San Francisco, recently showed a window devoted to the Winter Bride. In the foreground was a table set with cut and pressed glass, a china tea set, and many individual pieces of china, while at one side was a lower table heaped with inexpensive gifts and bearing a card inscribed "Suggestions for a Housefurnishing Shower for the Winter Bride." Here were shown ramekins, custards, casseroles and all kinds of baking dishes, glass lemon squeezers, tumblers, etc. Each article on both tables bore a little card containing the price. Suspended from the ceiling was an aeroplane, the wings bordered with tiny rosebuds. On the front seat, under an arch of orange blossoms, were a tiny bride and groom, while on various parts of the machine were perched little kewpies, each holding a long yellow ribbon the other end of which extended down to one of the gifts displayed on the main table. Artificial white roses were scattered about the window, and a large card advised: "Practical Gifts for the Winter Bride."


YOUR WARE
has been designed and manufactured by experts. It has certain features in its material, shape or decoration which constitute its selling points
Illustrating these features successfully demands the same degree of expert knowledge and technical skill.
Pottery and glassware illustration has been a specialty with us for many years.
SEE US ABOUT
PHOTOGRAPHING, COMMERCIAL ART WORK, PRINTING PLATES BY ALL PROCESSES FOR CATALOG, CIRCULAR AND NEWSPAPER ADVERTISING. CUTS FOR RUBBER DIE STAMPING, DESIGNS AND STEEL PLATES FOR DEEP ETCHING.
"SERVICE THAT SATISFIES"
ROBT. RAWSTHORNE ENGRAVING CO.
304 PENN AVE., PITTSBURGH, PA.

NEW YORK OFFICE

BRYCE BROTHERS COMPANY,

"Two=Forty" Fifth Avenue.

Blown Lead Glassware

OF EVERY DESCRIPTION.

Cut, Etched, Engraved, Gilded,

240 = = = = FIFTH AVENUE = = = = 240

FLORAL CRYSTAL

Glassware—Blown and Cut.

FLORAL CUTTINGS.

HEAVY AND LIGHT BLANKS.

Tumblers, Bowls, Jugs, Vases, Colognes.

J. Duncan Dithridge,

240 = = FIFTH AVENUE = = 240

POSTAL TELEGRAPH - COMMERCIAL CABLES

CLARENCE H. MACKAY, PRESIDENT.

TELEGRAM

CHECK

The Postal Telegraph-Cable Company (Incorporated) transmits and delivers this message subject to the terms and conditions printed on the back of this blank.

DESIGN PATENT No. 40529.

Send the following message, without repeating, subject to the terms and conditions printed on the back hereof, which are hereby agreed to.

2-378

COUNTER No.

TIME FILED

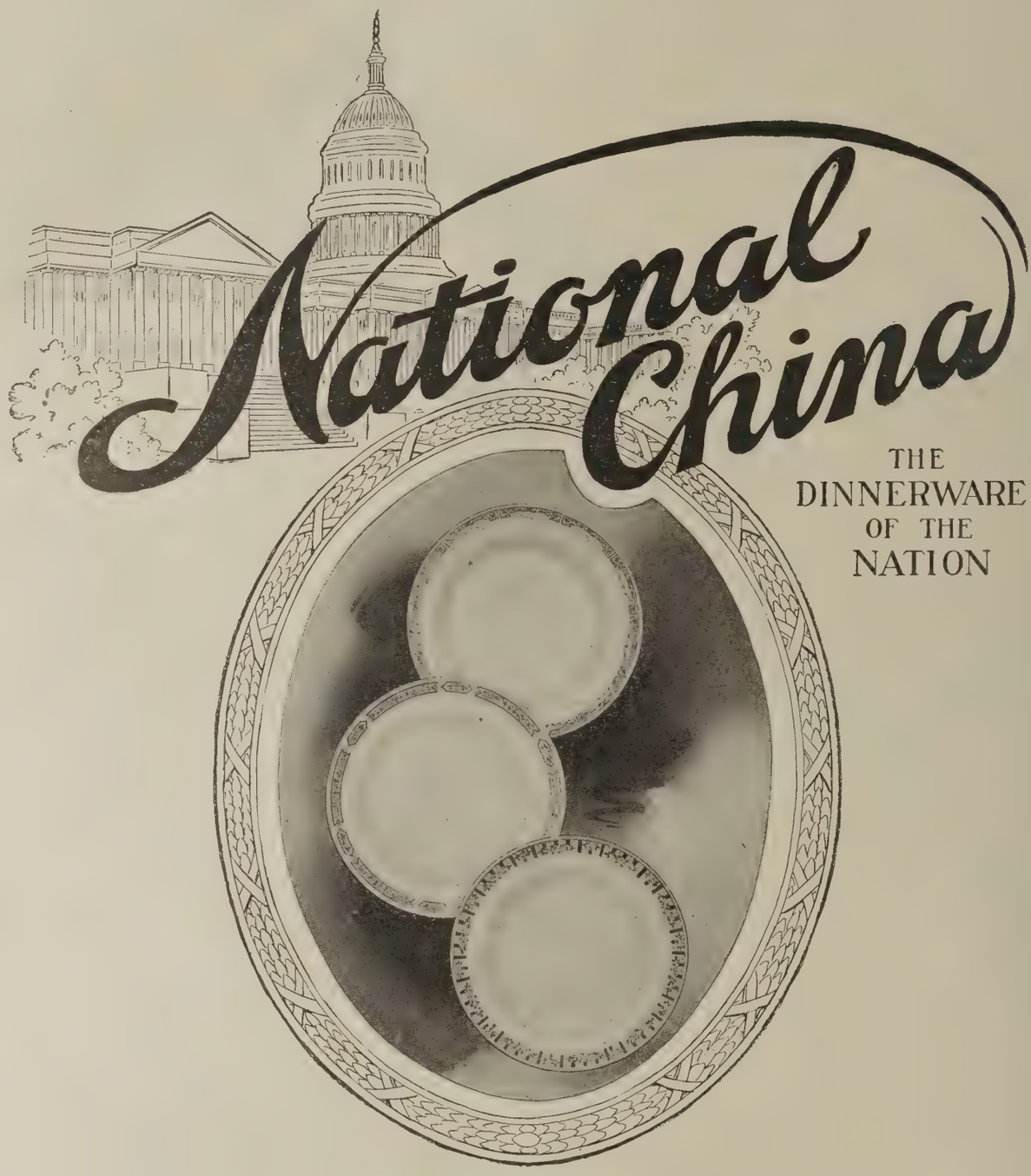
M.

Zanesville, O., Dec. 8, 1916.

TO Crockery & Glass Journal,
92 West B'way, New York, N. Y.

Too busy to write ad. Just tell our friends and the trade that we have a lot of new goods to sell them, and two big factories to keep them supplied next year. We'll show complete "LINES THAT SELL" at Fort Pitt, Pittsburgh, in January. Hope to see you there. Best wishes.

Brush-McCoy Pottery Company.
Geo. S. Brush, Gen. Mgr.



National China

THE
DINNERWARE
OF THE
NATION

THE
NATIONAL CHINA CO.
SALINEVILLE, OHIO



No. A 334.

One of Our New Open Stock Patterns for 1917.

Our line will be on display at Fort Pitt Hotel, Pittsburgh, Pa., during January. H. K. Connor in charge.

"Satisfied Customers Keep Us Busy."

The Crooksville China Co.,

CROOKSVILLE, O.

EASTERN OFFICE:
16 West Twenty-third Street, New York.
ABE H. HAYS, Representative.

WESTERN OFFICE:
136 West Lake Street, Chicago.
J. E. BORING, Representative.

QUALITY AND SERVICE.

Two requirements of the trade which we always keep in mind. This is especially true to-day under the very unusual conditions prevailing. The quality of our product is well known; and as to service, we were never in better shape to take care of our customers' needs.



A large variety of Lead and Lime Cut Glass of the best quality, as well as our full lines of Tableware, Pressed Bar Goods, Soda Fountain Glassware, Inks and Stationers' Ware.

McKEE GLASS COMPANY,

MAIN OFFICE AND WORKS:

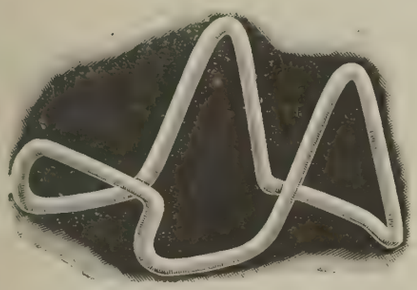
JEANNETTE, PA.

Branch Sample Rooms in all large cities.

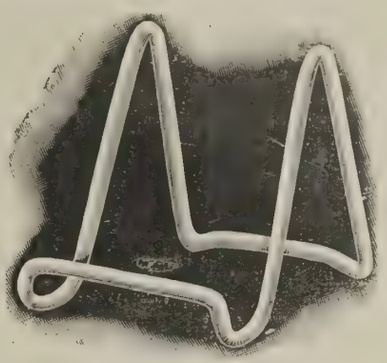
TWENTY-SEVEN YEARS' EXPERIENCE IN THIS LINE.

MAX KAUFMAN, 106 Broadway, Brooklyn, N. Y.,

. . . MANUFACTURER OF . . .



Brass and Rubber-Covered Easels, Plate and Plaque Hangers, White Steel Wire Display Racks, etc.



A large assortment of styles and sizes for every purpose for displaying cut glass, plates, cups and saucers, etc.

In our Tray Department we have an excellent selection of serving trays with wooden and metal frames, cut glass or painted glass bottoms. We also manufacture metal and wire novelties to order. Whenever in need of goods of this character, kindly give us a trial.

WORKMANSHIP AND QUALITY GUARANTEED. PROMPT DELIVERIES

Every Good Wish for 1917!

John J. Hines,

25 West Broadway,

NEW YORK CITY,

originator of the Celebrated Mahogany and Circassian Walnut Glass—a remarkably perfect imitation of the real wood—extends a cordial invitation to the trade to inspect the many new items that have been added to the line, as well as an array of new samples in various other attractive lines of china, glassware and novelties.

Ready For Inspection January First.

ESTABLISHED 1860.

Edmondson Warrin & Co.,

49-51 WOOSTER ST., NEW YORK,

DECORATORS AND IMPORTERS OF

CHINA AND GLASS.

Encrusted gold borders, crests and monograms. Hand-painted Sevres and Early English reproductions. Matchings of old decorations a specialty.

Transparent and opaque enamel flower decorations on glass. Hand-painted flowers, game or fish plates of individuality.

Heavy sterling silver-plated encrustations, crests and monograms on china and glass.

Encrustations in all widths on china and glass.

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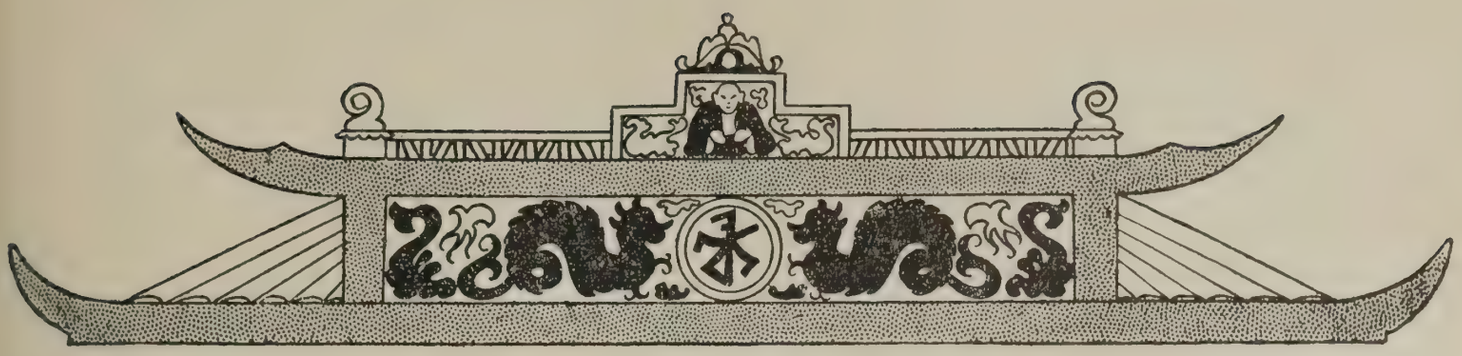
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The Composition of Chinese Glazes.

FOR variety, for color, for texture, many of the early Chinese glazes have never been equalled, and a knowledge of their composition cannot fail to prove of value to the potter of to-day.

Some early Chinese pottery and porcelain came into the London market recently, mostly derived from excavations and tombs, and probably made in the Sung dynasty (960-1279 A. D.) or a little later. The results of analyses of glazes of many of these specimens proving to be interesting, further analyses were made of various Chinese glazes dating from the earliest times to the present.

It was found that in practically all the Sung glazes a considerable quantity of phosphate was present, which is not the case in the ordinary white glazes of the Ch'ing dynasty (1644 to the present day). Lead is present in certain glazes. The use of lead glazes long ago doubtless arose from the easy fusibility of the lead silicate of which they mainly consist, and to the fact that certain metallic oxides impart various colors by uniting with the lead glaze. Prof. J. N. Collie, of University College, London, in a paper read before the English Ceramic Society, says these soft lead glazes were largely used in pre-Sung times, in the Han and later in the T'ang periods, among them being green, amber, blue, and purplish brown glazes. During the Sung dynasty new kinds of glazes became fashionable, in the form of felspathic glazes of very high fusibility. But in the Ming period the lead glazes re-appear, and they have been largely used ever since.

By far the most important is the bright green glaze, of which the best examples are found on the famille verte porcelain, and which owes its color to oxide of copper. The author has traced back this glaze to the eleventh Egyptian dynasty (3000-4000 B. C.). Professor Flinders Petrie supplied beads and broken pottery dating from the first dynasty. Some beads of the eleventh dynasty were covered with this green lead glaze. Later specimens up to Roman times all contained lead. Some greenish glaze on a Tanagra figure was proved to be the same.

The oldest known glazes on Chinese pottery appear to be those of the Han period, and the typical Han glaze is this green to greenish yellow glaze, consisting of lead silicate colored with copper oxide.

Two specimens (green and yellow) of T'ang glaze from figures supplied by Mr. G. Enmorfopoulos both contained lead; but neither glaze nor paste was found to contain phosphoric acid.

During the next dynasty, the Sung, lead glazes seem to have gone out of fashion. But lead was found in a blue glaze of a pot of Ts'u Chou ware (Yuan or Ming period), and in early Canton or Kuangtung pieces of pottery. The dating of the mottled Kuangtung wares, however, is difficult, and there is no definite evidence that they are older than Ming times.

After the Sung period this green lead glaze seems to have been continuously used up to the present time. The Ming green and the magnificent over-glaze green of K'ang Hsi and later reigns all consist of this copper-lead silicate.

This green glaze has been used for over 5,000 years, and as it is the first glaze to appear in China it is not impossible that the Chinese obtained it from the West, where is was known. The author has had no opportunity to analyse early glazes, but thinks it probable these will be found to be lead glazes. It is well known that there was a connection between China and the West in Han and T'ang times, and much of the early pottery of that date shows a marked similarity with the pottery of Persia and Asia Minor.

Various other glazes were also found to contain lead, notably the Canton or Kuangtung glazes, of which fifteen different specimens were analysed. Most of the specimens were of early date, about six, probably, of the Ming dynasty, and none later than the Ch'ien Lung period. They comprised glazes of various colors, blue streaked with grey green, and olive brown, or green with bluish white mottling, some with brown, and many of a mottled lavender hue. These glazes are usually very thick, full of bubbles, and opaque, and on a buff or darker colored stone ware. They all contained lead

and notably large amounts of phosphate. The color of the mottled lavender glaze seems to be due to iron and lead, no copper being present.

Specimens of the Ch'ien Lung flambe glaze of lavender with red and blue streaks contain no lead and no phosphates, which is also the case with sang de bœuf and the K'ang Hsi turquoise blue glaze. But a rough powder blue of Ming date, of the same type as the Kuangtung lavender glaze, contains lead, a little copper and phosphate. The Ming transparent crackled apple green, even of the lightest shades, contains lead and copper.

Two fine and thick specimens—provided by E. Hamilton Bell and Mr. Bahr—of hard blue Sung and soft blue Sung glazes (Chun type) contained much phosphate, some iron, possibly a very minute trace of copper. Mr. Burton seems to be correct in saying: "Many of the changing tints in the thick, uneven, bubbly glazes of the Sung and Yuan wares are due to opalescence alone." By transmitted light they are transparent and of a yellowish orange color; by reflected light they show all the opalescent, blue, red and lavender so characteristic of these Sung glazes of the Chun type.

Mr. Burton produced a glaze "with passages of pale lavender and flushes of warm red by using nothing but a thick opalescent glaze entirely innocent of any coloring oxide." The author tested a specimen of this glaze, and found iron oxide in it, and considers that some at least of the color is due to this substance. The bright red spots in the hard Sung glaze mentioned are certainly due to iron, for more iron was found in opaque pieces than in the transparent lavender blue glaze.

In the two Sung glazes arseniates, chlorides and sulphates were absent. The paste of the specimen of hard blue Sung glaze was greyish white, hard enough to scratch glass, and contained 69·5 silica and 2·4 phosphoric oxide.

Another kind of Sung glaze (supplied by Mr. Enmorfopoulos) was of a very light greyish green color like congealed lard, of the Ko or Kuan type of glaze.

Some other Sung glazes all contained phosphoric oxide in about the same amount as the three preceding specimens, judging from qualitative tests. One was on a bowl in the form of a lotus flower, with a thick milky grey glaze outside, and opaque much-crackled blue inside. Both the white and the blue glaze contained phosphate.

Two Sung vases, with thick white glaze that had run down in drops like congealed lard, showed large amounts of phosphate. Many celadon glazes of the Sung and Ming time (Lung-Ch'uan ware) coutained phosphates, and generally the proportion of phosphate present increased with the age of the piece These thick, massive celadon wares, with greyish-white body and reddish-brown bases, where the iron had been oxidised in the burning, are coated with a singularly beautiful glaze, of soft translucent texture, which varies from light grey-greens to grass and sea-greens and sometimes to brownish-greens, with minute crackle often spreading over the whole surface. The color is always due to ferrous oxide, sometimes containing probably a small amount of cobalt oxide as well. The deeper and richer, the more phosphate seemed to be present in the specimens examined; the grey green specimens, presumably of Ming origin, were as a rule poor in phosphates. Within the last few years a celadon ware has been proved to have been produced at Sawan-Kalok, in Siam, the potteries having been founded by potters from China, according to the legendary account, about 1350, just after the Sung period. The Sawan-Kalok glaze (on a specimen supplied by Mr. Enmorfopoulos) seemed to be identical with the celadons of the Lung-Ch'uan, Sung period, and contained a considerable amount of phosphate.

The Ts'u Chou ware (another kind of Sung glaze) contains much phosphate. The body was a greyish-buff hard stoneware, coated with a thin, creamy white glaze, that had flowed down into tear stains. A rough design in soft sepia was painted on the glaze. Twenty-three ivory-white, creamy-white and straw-yellow glazes of the Ting ware type were tested for phosphate. Some of the specimens were undoubtedly Sung, but most of them later, probably Ming, and a few perhaps more recent. Many were covered over with calcareous deposit from having been buried, and were stained by iron rust. All the older ones contai ed phosphate in about the same proportion as that found in the other Sung wares. But some of the later specimens were quite free from phosphates. The pieces tested included "ostrich egg" glaze Kianguan ware; a vase with creamy, closely crackled glaze Kiangnan ware; figures, tripods, vases, and bowls.

In the older specimens of white glaze, some of them certainly of Ming date, phosphates were present in considerable quantities. Undoubted specimens of white glaze of K'ang Hai, Yung Cheng, and Ch'ien Lung contained no phosphates at all.

It seems, therefore, that in early times metallic phosphates were used in most of the glazes. In the analysed specimens of Sung glaze the lime is not enough to combine with all the phosphoric oxide present. It is unlikely that the phosphates are present as an impurity, and far more probable that whatever phosphate was used was introduced on purpose to give certain qualities to the glaze.



Chinese Vase.

At L. Straus & Sons.

Bohemian Glassware.

THERE is perhaps hardly enough of interest to be written about Bohemian glassware to warrant a separate chapter on the subject, and yet it is so different from American and English glass in many respects that there seems to be no other logical method," says Walter A. Dyer, in his "The Lure of the Antique," published by the Century Co. "Besides, the beauty of this glassware, not too well known among collectors, should win for it a place beside old Wedgwood. It was used and highly prized in the households of our forefathers.

"We are treating now of a class of colored glassware that has come to be known—not always correctly—as Bohemian. While most of our glassware came from England, much of that most highly prized and most carefully preserved by our great-grandfathers came from Germany—chiefly Bohemia, Saxony, Bavaria and Silesia. Because it was so carefully preserved, not a little of it is still in existence, and it offers a fascinating field for the collector.

"Bohemian glassware was made chiefly in the forms of drinking mugs, decanters, bottles, goblets and wine sets. Pitchers, dishes and other pieces are occasionally found. The forms are so varied and beautiful that no collection, however large, can ever become monotonous.

"The colors also offer wide variety. Red, green, pink, blue, white, amber and other colors were used. As a rule, however, the quality of the color is unmistakable and of great beauty. Hold a piece of real Bohemian against the light, and its clear, gem-like effect becomes at once apparent.

"The decoration is, in the main, intaglio; the surface of the glass was stained, and the design cut into the clear crystal. There are some exceptions which will be mentioned later.

"The art of making glassware stained on the surface probably originated in Venice, the seat of the greatest skill and originality in glass-craft in the sixteenth and seventeenth centuries. This art was probably copied by the Germans about the beginning of the seventeenth century. During this century the manufacture of Bohemian glassware became an important industry and made a serious impression on the European glass market. Venice had controlled the glass trade for more than three hundred years, and France had been content to sit at her feet and learn of her. Now Bohemia entered the industrial lists with a clearer glass than that which either of her competitors was able to produce. Furthermore, a Bohemian named Gasper Lehmann discovered a hitherto unknown method for engraving upon glass, and this opened a new field for decorative art. Lehmann transmitted his knowledge to a pupil named George Schwanhard, and he continued to improve upon his master's devices, until all Europe went mad over engraved glass.

"The engraving was done by holding the glass against the point of a whirling spindle, and designs of great intricacy were in this way executed by skilled workmen. Designs were also made by cutting on wheels, depending on the sharp outline of the stained surface to produce the decoration in relief. Four vertical wheels were successively used, set in motion by the workman's feet. The first of these wheels was of iron, the next of sandstone, the next of wood, and the last of cork. The first operation of rough cutting was done on the iron wheel, by using sand moistened with water. The sandstone wheel was lightly applied, and that was followed by the wooden one, on which had been thrown fine sand first, then very fine emery, and lastly putty-powder, which is a mixture of tin and oxid of lead. The last wheel of cork finished the operation. If a workman did not have a cork wheel, he could still put on a very good finish by means of his wooden wheel, sprinkled with dry tin-putty, and covered with a piece of woolen stuff.

"A cheaper kind of Bohemian glass was sometimes made by etching the design with fluoric acid, by a somewhat complicated but not expensive process. Very skillful and beautiful ornamentation was done in this way, but acid-etched pieces are naturally of less value than hand-cut pieces today, as they were a century or two ago. Etched glass can be distinguished after some experience. However carefully the chemical operation may be performed, it is impossible that every part eaten by the acid should have the sharpness and clearness of line which is given by the point of a graving tool or the edge of the cutting wheel at the hands of an expert workman.

"During the eighteenth century Bohemian glassware became popular and fairly plentiful. Some was used in Germany, but most of it was exported to Austria, Italy, the East, England and America. In our country it was highly prized, especially by gentlemen of means who were proud of their wine services and used them much.

"Comparisons between the Bohemian product and

much of the other glass upon the market are strongly in favor of the former. It was clear, light and of agreeable delicacy to the touch. No other glass as purely colorless was ever made until the modern discovery of flint glass. The Bohemians used their own shapes, which are distinctly different from all others, if not often more beautiful.

"One step in the manufacture differed quite widely from that used in other countries. In order to hasten the work of the furnaces, the rims of goblets and similar objects were trimmed by means of the cutter's wheel, instead of by the glass-maker's shears, as in England, Belgium and France. The workmen, by long practice, had acquired a wonderful degree of skill in taking the top from articles by the cutter, instead of having them opened by the glass-blower. This gave the edges a neater and smoother appearance.

"While cutting and engraving were the more common forms of decoration, the originality of the Bohemian glass-workers did not lack other means of expression. The art of cameo incrustation on glassware was first introduced by the Bohemians, and they made use of it to some extent. A kind of enameled painting is also found on what has been called Fichtel glass, made at kilns in the Fichtel mountains in Bavaria. Artists sometimes varied their work and produced pleasing effects by engraving through the outer coloring into an interior of white, transparent or enameled glass, which was afterward decorated with gold, and painted in arabesques.

"The coloring on the ordinary kind of Bohemian glassware was a stain applied to the surface with a brush and fixed by subjection to heat. To the richness of this color is due the chief beauty of the ware. Some of the glass, however, was colored throughout in the making, by means of various minerals and chemicals.

"Collectors of Bohemian glassware should look first for sharpness and depth of cutting and excellence of design. A beautiful form is naturally more valuable than a clumsy one, and a delicate pattern in the engraving than a coarse one. All other things being equal, the heavier the glass and the deeper the cutting, the more valuable the piece, while the amount and elaborateness of the engraving and cutting are also determining factors. Always examine the cutting and feel of the edges. They should be sharp, or a high price is unjustifiable.

"The sharp edges are not found on the acid-etched pieces nor on the half-cut imitations. These imitations are very successfully made by first blowing the glass in a mold that contains the required design, and then giving it a superficial finish on the wheel. The edges readily proclaim a difference between the real cut glass and the imitation. This, of course, is a common test for all cut glass.

"The color is another important feature to consider. Any piece loses value if its color is not clear, uniform not pleasing. Some of the blues and greens are far less desirable than others, while the connoisseur never ceases his search for the perfect red. A deep wine color is much desired, but a rich, brilliant ruby—almost an ox-blood color—is the most earnestly sought for and the least easily imitated. The whites and light tints should always be perfectly clear; just now pure pink is much in demand, and high prices are asked and paid for it.

"The only reasonable criticism ever made upon the glass is that it sometimes yellows with age, but this has been found by experiment to be true of all perfectly clear glass, under the action of strong sunlight. Applications of artificial heat restore the original purity.

"For the most part Bohemian glassware collecting is interesting and satisfactory. The ware is rare enough to furnish incentive, and not so rare as to cause the quest to become discouraging. Above all, it is beautiful to look upon.

"It is impossible to give any figures that will adequately place the value on Bohemian glassware as a whole. So much depends on the cutting, the pattern, the color. In general, bottles and decanters may range from $5 to $15 apiece. The best grades are worth slightly more, perhaps. For example, a 14-inch decanter, deeply cut, of the true ruby color, and of good design, would be worth about $35. But 'deeply cut' and 'good design' are hardly definite terms. No piece of reputable Bohemian ware at least seventy-five years old is worth less than $5, while complete wine sets, if heavy and beautiful, may be valued at $100 or more. Evidently good judgment and a working knowledge of typical examples of the ware are essential in buying or selling Bohemian glassware."

THE PRICE-CUTTER'S SOLILOQUY.

TO cut or not to cut! That is the question.
Whether it is not better in the end
To let the chap who knows not the worth
Have the business at cut-throat prices, or
To take up arms against his competition,
And, by opposing cut for cut, end it.
To cut—and by cutting put the other cutter
Out of business—'tis a consummation
Devoutly to be wished. To cut—to slash—
Perchance myself to get it in the neck—
Aye, there's the rub; for when one starts to meet
The other fellow's prices 'tis like as not
He's up against it good and hard.
To cut and slash is not to end confusion
And the many evils the trade is pestered with.
Nay, nay, Pauline; 'tis but the forerunner
Of debt and mortgage such a course portends.
'Tis well to get the price the goods are worth
And not be bluffed into selling them for what
So-and-so will sell his goods for.
Price-cutting doth appear unseemly
And fit only for the man who knows not
What his goods are worth, and who, ere long,
By stress of making vain comparison
'Twixt bank account and liabilities,
Will make his exit from the business.—PLAYTHINGS



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Season's Greetings
to My Many Trade Friends!

FRED. C. REIMER.

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DIRECT REPRESENTATIVE FOR

Co-operative Flint Glass Co., Beaver Falls, Pa.

Monongah Glass Co., Fairmont, W. Va.

The Duncan & Miller Glass Co., Washington, Pa.

A specialty of rich, deep-plate etched patterns on lead blown stemware, tumblers, jugs and comports, also light cuttings; pressed stemware and tumblers, cake covers, tableware, etc., for Jobbers, Department Stores, *Soda Fountain,* Hotel and Restaurant Supply Houses.



Review of the Year in Chicago.

THE year 1916 in the crockery and glass business of Chicago started out as one of the most uncertain in the history of the business, and ended as the best, in volume of merchandise sold, which has ever been experienced. The conditions brought about by the war have been decidedly favorable to the growth of the city as a central market. By the start of the year the war had been in progress for a sufficient length of time to permit the home demand to deplete the stores of imported goods, and since that time the trade has generally recognized, and the importers themselves have admitted, that the placing of orders with foreign factories was almost useless—at least in the case of two countries which since the start of the war have been unable to ship anything. The one-third production of the other foreign countries has been grabbed almost as soon as it reached this side of the ocean.

Therefore, buyers of china have naturally turned to the best grades of domestic earthenware, and of these they have been able to find as good an assortment of lines in Chicago as in any other city of the country, including New York. The demand upon these home potteries has been so strong that they of course long since fell far behind on their orders; but at the same time the buyers feel that they have a chance of getting goods if they wait long enough, which is the truth.

In glassware lines Chicago has shown throughout the year as fine and varied an assortment as could be found anywhere in the country. Several new factory lines were taken on by local manufacturers' representatives during the year, further strengthening the showing of the warerooms here.

During the latter part of the year the freight congestion in the East has worked out to the advantage of Chicago. Buyers who might otherwise have been inclined to place orders for goods with factories farther east have sought, on account of the car shortage, to place them with factories in Indiana and Ohio, because of the shorter haul to destination. On account of these factories being fully represented in Chicago, with wareroom displays showing every piece manufactured, there has been a tendency to come to Chicago to place the orders. The manufacturers' representatives have profited.

The wholesale houses here have had a rather hard time, and under the circumstances have done remarkably well during the past year. Their main difficulty has been in getting goods. The flow of orders has been unchecked; and if the wholesalers could have found the goods to fill all of their orders there is no denying but that this would have been their biggest year by many thousands of dollars. Pitkin & Brooks have been fortunate, because of the remarkable foresight of those in charge. Orders were given at the start of the war, more than two years ago, to lay in heavy stocks of all merchandise affected by the conflict. Since that time the company has been fortunate, also, in getting goods from the other side. Albert Pick & Co., with one of the greatest hotel trades in the world, showed similar acumen, and is closing this year a business which will amount to about forty per cent more than last year's, in spite of the difficulties which have been encountered in getting goods. Takito, Ogawa & Co. have received regular shipments from Japan, and are putting out dinnerware which will compare favorably with any foreign manufactured goods on the market. The greatest trouble in getting Japanese goods to Chicago has been the lack of space in ocean bottoms. The energy of the agents of Takito, Ogawa & Co. in Japan has overcome this to a large extent, however, and few shipments have suffered serious delay.

There have been no changes of importance in the heads of departments of the department stores on State street. This is regarded as one o the significant features of the year in Chicago, as twelve months seldom pass without a change of some sort being made. The fact of the matter is that all of the buyers have done remarkably well under the circumstances, and the owners of the stores, it is said, have appreciated the fact not only by retaining them in their positions, but also in several cases by salary raises and bonuses

One of the features of the development of the trade in Chicago during the year has been the growth of the lighting glass business. The rapid building expansion

which the city has experienced in the past few years is responsible for this growth, it is believed. Several factories near Chicago which did not previously make lighting glass lines have turned to this class of business, and all of them, through their representatives in Chicago, have done a record business since entering the field.

It was a great year for housefurnishings in Chicago. The lack of imported goods drove several crack salesmen for import houses into the housefurnishings business, and more factory lines of housefurnishings are represented in Chicago to-day than ever before. The close connection in the department stores between the china and glass and the housefurnishings departments has proved a good source of additional revenue to many salesmen who have added housefurnishing lines to their regular line of glassware or earthenware. The war has greatly stimulated the housefurnishings business in Chicago, and the city is rapidly becoming a central market for all goods of this kind, second in importance to no city in the country.

There was much changing around among the crockery and glassware factory representatives during the year. A number of concerns moved into the Shops Building, at 17 N Wabash avenue, leaving rather unpretentious quarters in other parts of the city. Previously the manufacturers' agents had not seemed to care where they made their headquarters. A stable would have suited them as well as any other place, apparaently. Old buildings, with creaking elevators and sagging floors, were seemingly selected for their very antiquity. With the removal of about half a dozen well-known firms into the Shops Building, however, things took on a change. These concerns fixed up neat and spacious places, remarkable lighting sytems, green rugs and mahogany fixtures. They disregarded the fact that since they sold only at wholesale they did not need to do this, and thereby set a precedent which has since been followed rather closely by all other concerns making changes. There firms were Ira A. Jones Co., Pittsburgh Lamp, Brass and Glass Co., J. A. Jacobsen, and E. Michael Meder. At the same time Earl W. Newton, representing the Imperial Glass Co. and the Economy Tumbler Co., moved from the Kesner Building into the Heyworth Building, and fixed up a wareroom which remains the most distinctive show place for glass lines west of New York. The Cambridge Glass Co. moved its showroom from the old Atlas Block into the Garland Building, and the quarters which are now occupied on the fourth floor of that building are not only beautiful, but eminently practical for commercial purposes.

Undoubtedly still other changes will be made the first of the year. The tendency is to get the crockery and glass business on a higher plane, in a material as well as financial way of speaking. The year has been a good one, but the page is being turned, and everybody is asking "What next?" The end of the war, it is commonly conceded, would make things bet ter in many respects, and worse in others.

GLASSMAKING AND THE TARIFF.

IN a recent issue of the Wheeling "News" J. Cecil Fee, secretary of the Central Glass Works, at Wheeling, W. Va., is credited with the following:

"I have been connected with the Central glass house now twelve years, and have witnessed the variations in the condition of its business and have learned something about the competitive conditions which we have to meet in glass making and selling. From what we can learn of the situation we are absolutely convinced that the glass industry in the Ohio valley will be in most serious danger when the European war ends and finds us with no better protective tariff than is given in the Underwood bill. We had some ten months' experience with the Underwood tariff bill. Practically, it might be said the Underwood no-tariff bill, because the Underwood bill reduced from 25 to 50 per cent the protective features of the previous tariff law, and made changes in other regulations that were almost equally as injurious.

"The investigations of the American Flint Glass Workers' Union time and again have shown that wages in the glass works in America, such as the Central, are as a rule more than twice as big as the wages received by the same class of labor in Europe, and this disparity applies to every stage of production. The men who make and furnish their raw materials work cheaper. The men who carry their goods on the railroads work cheaper, and the men in the glasshouses themeselves work cheaper. The result is that European manufacturers of lines like ours can lay them down in our Eastern ports at a cost of little more than half of what we have to pay, and in some cases not half. With the inadequate protective features of the Underwood bill, we simply are driven out of a great part of our market.

"I know that I speak for the officers of the Central glass house and for the men who have through many years been responsible for the prosperity of this institution when I say deliberately that we look with dread to the ending of the European war because we know that competition with Europe will be keener than it has been for years. We feel that even with a higher tariff than we have now, a much higher one, the disparity in operating costs between Europe and America will hardly be covered. With no more protectlon than the Underwood bill gives we will be absolutely helpless to defend our markets, to maintain our trade, or to employ our usual force of workmen.

"This is not a mere personal judgment on my part, but is the conviction of the management of the Central glass house, and if it is worth anything we would like to have it seriously considered by those who are interested in the prosperity of that institution."



The Geisha.

Lineage of the Lamp.

A COLLECTION of all the various illuminating devices used throughout the history of the world is now being prepared by Dr. Walter Hough, of the National Museum at Washington, D. C., and will be placed on exhibition as soon as space can be found for it.

Stowed away in large air-tight cabinets in Dr. Hough's office is the complete record of man's development as shown by his lighting appliances from the days of the primitive campfire to the present tungsten filament. Here is the firebrand by which our aboriginal ancestors transferred fire from tribe to tribe; here is the animal's skull which constituted the first attempt at a lamp, and the greased stick that was superseded by the candle. A part of the collection is already occupying three cases in the museum, where it attracts a great deal of attention among visitors.

The story told by this collection is a most unusual one. According to the museum authorities, it was some time before men began to pay any attention to fire at all. It was all about them—in the volcanoes, in the lightning, and in the friction of the tree branches—but they took no more account of it than did the animals. Then some one man, a little more intelligent than the rest, recognizing its power, undertook to conserve a supply of fire from one of these sources, and finally distributed it by firebrands throughout the land. Thus began the campfire age, which is represented in the museum collection by a picture, and by firebrands of every description belonging to every period.

Towards the end of this campfire period man began to display ingenuity. He got tired of traveling long distances with blazing sticks that often burned his fingers, and he got tired of going to war with other tribes who stole his fire. He tried dipping the sticks in resin and fat, which made them burn longer, but even this was unsatisfactory. The age demanded an invention, and it came at last. Some ancient Edison discovered that by putting a lot of fat in a hollow stone or sea shell or animal's skull, and placing a wick in it, he had a device which would burn for a long time. This was the primitive beginning of the lamp. Often the whole body of a fish or bird was used. In the part of the collection now on exhibit in the museum there is a stormy petrel with a piece of fiber in its mouth which acted in the nature of a wick. This bird's body was composed largely of fat, and would burn for hours.

The next step in man's development is represented in the collection by a number of odd curved stone slabs supposed to be lamps which were used in the stone age. Fat or grease was poured into these stone dishes and a circle of moss strewn around the edge to act as a wick. Lamps of this kind are still found in use among primitive peoples.

By this time men had become familiar with fire, and had even tried a few experiments with it. One of these resulted in pottery, and pottery lamps came into being. At first they were simple little bowls with a slight twist in the edge to hold the wick, but gradually they developed elaborate patterns with the growing talent of the potters, until they somewhat resembled tiny teapots, with a spout in the side for a wick and a hole at the top where the oil was poured in. The museum's specimens of this type of lamp are especially remarkable, many having been sent in from all parts of Europe and Asia, displaying the most ancient craftsmanship and design. A hundred or more such lamps were sometimes required to light one room, and although the people were ingenious enough to invent a perfume for the oil, according to Dr. Hough, the place must have smelled like a butcher shop on fire.

Then came copper and bronze, and the lamps assumed a new symmetry and design as civilization and mechanic arts progressed. Pottery lamps were soon out of date, and brass and copper lamps began to ornament the houses and churches, tacked to the walls and suspended in chandeliers. It is Dr. Hough's personal belief that the famous lamp which Aladdin's mother gave to the peddler was a pottery lamp, and the new one she received was made of copper.

The next step in lamp architecture was iron, and many were the curious designs wrought in this metal.

An occasional iron lamp from Italy or Spain is always being discovered by some explorer for antiques, who sends it to the museum. But all this time, although various metals had been discovered and applied to lamps, there was no improvement whatever in the mechanism itself.

The glass age had superseded iron for some time before Argand discovered the method of putting oil in a small reservoir and forcing it up through a wick and then covering it with a chimney. This, which was the first real lamp, as we know it today, made its appearance about 1784.

Following this invention came the discovery of kerosene and gas, and new fixtures were developed along new lines. So far the collection ends with the Welsbach burner, which is the most recent improvement for gas illumination, and the tungsten filament for electricity.

In one of the cases now on exhibition in the museum there are over twenty-four different specimens of lamps representing the various stages of civilization; but these are only the beginning of a collection which is to be one of the most extensive in the world.

The number of candles and candlesticks alone would probably fill five or six cases, for there were improvements in this type of illumination throughout the ages the same as in lamps. The origin of the word candlestick is shown in two or three of these specimens, which are carved sticks of wood with a small brass dish at the top.

Ultimately Dr. Hough hopes to broaden the collection into a complete history of fire, rather than a history of illumination alone. Among his present specimens are many curious old stoves and bellows and footwarmers, and a curfew which is said to be the only one in America. It is the popular opinion in this country that the curfew was a bell, but instead it is a sort of brass lid which was used to cover the fire. At one time in England a law was passed requiring every light to be out at a certain hour in the night, presumably at nine o'clock, and in order to comply to the letter of this law people had to suppress their fires. Thus the hour when the fires were covered with the curfew came to be called the curfew hour.

In nothing else, perhaps, is the progress of the race from the dawn of understanding to the present day so evident as in this history of illumination. After all, the race is very young. Our grandmothers used the same sort of lamp, with very little difference, that was used in the days of the pyramids, and as late as 1876, when the Centennial Exposition was held in Philadelphia, a kerosene lamp of a common type, with a Liberty Bell as its base, was pronounced the highest triumph of modern illumination. Apparently the greatest progress has been made in the last ten or fifteen years; but who knows what another ten years may bring forth?

ENORMOUS DEMAND FOR INCANDESCENT LAMPS.

OWING to the fact that Germany and Austria formerly supplied many of the incandescent lamps needed in various of the world's markets, the war and the consequent inability of German and Austrian lamp manufacturers to export their wares helped to make a shortage of this article in many localities. Again, English factories, far from being able to sell their product abroad, have been unable to supply the home demand, with a result that imports, particularly from Holland, have occurred. The demand for incandescent lamps to-day is probably greater than ever before and has considerably outrun the supply. Many markets—South America, Spain, France, Russia, Italy, England and its colonies—are consumers of immense quantities.

What is making it particularly hard for the United States manufacturer to step into the breach and increase production to meet this foreign demand is the fact that the domestic market for the product has reached enormous proportions, taxing production to the utmost. Despite additions and improvements to increase output, including the installation of new machinery, orders continue to swamp the manufacturers. In fact, the supplying of regular foreign and home customers has been almost the limit in the way of production. The demand for tungsten lamps has been particularly strong, especially in foreign parts. The need for gas-filled lamps for street lighting, particularly in South America, has been considerable. Again, every soldier in the European war, it is understood, is supplied with a miniature flash-light.

Despite the handicaps which have confronted the American manufacturer, a review of what has been done for the outside world in the way of supplying the need for incandescent lamps is very gratifying. For example, exports from the United States have increased 200 per cent in the past year. In the fiscal year ending June 30, 1913, over two million lamps valued at $391,503 were exported; in the following year more than three million lamps valued at $575,072 were exported, and in the past fiscal year 8,868,619 lamps valued at $1,426,911 were exported. Despite this tremendous increase in the supplying of the foreign demand it is known that numbers of large orders were turned down because of the inability to fill them. Probably at no future time, however, will the increased demand come with such suddenness as during the recently past period. Production is rapidly catching up with demand, and American manufacturers are preparing to supply the world's constantly-increasing need, not only for the incandescent lamp, but for electrical articles of every description.

WHEN in doubt, remember you're representing the house that hires you.

Government May Control Coal Industry in Future.

GOVERNMENTAL control of the coal industry, as a result of the steady increase of the price of coal to the consumer, is, in the opinion of experts, an eventuality that is not only possible, but strongly probable.

This control would not mean the actual working of the several thousand coal mines of this country, but the wise and equitable regulation of prices and expenses of consumer and producer alike. The regulation of transportation rates would, it is suggested, largely enter into the proposed control by the government.

Suggestions along this line, and a mass of very illuminating data on the coal industry in this country, are contained in the paper on "The Cost of Coal," by George Otis Smith and C. E. Lesher, of the United States Geological Survey, recently read at the American Mining Congress, in Chicago, which in part follows:

The price of coal is a matter of vital concern to the average citizen. No less important, however, is the question what our coal actually costs to produce and the interest in this subject is typical of the popular interest in the large productive enterprises of the country. Public opinion is more easily brought to a high temperature by considering the price of coal than by considering the price of any other product, unless we except gasoline, recent discussion of which has been almost explosive.

Looking backward as well as forward, one need not be an alarmist to suggsst that in the whole field of productive business the coal industry seems the one most likely to be threatened with government operation. The foodstuffs are produced on land owned and operated by the millions, and so far as the production of the raw material for them is concerned "monopoly" is an unknown word; but when we think of coal, terms like "barons" and "trusts" instinctively come to mind. For these reasons the determination of certain facts connected with coal production and the analysis of the cost elements that enter into the price of coal constitutes a timely subject for discussion.

In discussing costs, however, we do not overlook the too evident fact that at times price may far outstrip cost. The price of coal depends upon the balance between necessity for fuel on the one hand and ability to produce and to deliver on the other; the ability to produce is in turn controlled by the labor available, and the ability to deliver is dependent upon car supply. To-day high prices are being received for coal by those who are able to produce and deliver more than their outstanding contracts require. In other words, a few traders may be able and willing to capitalize the urgent necessity of the consumer and their own ability to deliver.

Four general items of cost must be considered as normally controlling the price of coal to the consumer —resource cost, mining cost, transportation cost and marketing cost. As long as it is the popular view that the price of coal is made up of one part each of mining costs and freight costs to two parts each of operator's profits and railroad dividends, with the costs of a certain amount of needless waste on the side, the demand for investigation will continue: and in so far as there is any element of truth in this view, legislative action is justified, even though the prescribed reform may approach the extreme of public ownership and operation of mines and railroads.

The item of cost first to be considered represents that part of the value given to the ton of coal by the mine operator and the mine worker. This may be termed mining cost, which mining cost varies not only between mines of different companies in separate fields, but even between adjacent mines of the same company in the same field. Both nature and man contribute to such variation.

It is not practicable to assign a very exact figure to the mining cost—the census of 1909 indicated an average of $1 a ton for bituminous coal and $1.86 for anthracite; but these figures are believed by some operators to be too low. It is possible, however, to show in a general way the distribution of this item. The cost of mining is divided between labor, 70 to 75 per cent; materials, 16 to 20 per cent; general expense at mine and office and insurance, 2 to 4 per cent; taxes, less than 1 per cent to 3 per cent for bituminous coal, and 3 to 7 per cent for anthracite; selling expenses nothing to 5 per cent; and recently to these items has been added the direct and indirect cost of workmen's com-

pensation, which may reach 5 per cent for bituminous coal. The charges for labor, material and general office expenses are easily understood, as is also a charge for depreciation of plant and machinery; but taxes and selling expenses are important items that may be overlooked by the casual observer. Some figures recently published show that the taxes levied in West Virginia last year on coal lands and coal mine improvements—that is, on the industry as a whole—were equivalent to nearly 3 cents per net ton of coal, which is doubtless fully as much as the profits made by many of the operators in that State.

The producers of coal and the transportation companies are concerned not so much with the actual rates charged for carrying coal as with the adjustment of rates between different coal field and between different markets.

To help toward a realization of the magnitude of this transportation item, it may be pointed out, first, that all but 14 per cent of the output of the country's coal mines, aggregating 532 million tons, is moved to market by rail or water, and second, that nearly half of the bituminous coal (47 per cent in 1915) and more than two-thirds of the anthracite (71 per cent in 1915) is shipped outside of the States in which it is produced.

In the interstate traffic, both rail and water, bituminous coal probably pays an average freight of nearly $2 per ton. In other words, the transportation costs more than the product, and, as some parts of the country are just now learning, is sometimes more difficult to obtain. The value of coal, like the value of so many other commodities, is a place value.

The cost of handling the coal, exclusive of freight, from the time it leaves the producer until it is in the consumer's fuel bin may be termed the marketing cost.

About half of the anthracite and around 15 per cent of the bituminous coal is retailed in less than carload lots, and the greatest number of individuals are directly concerned in the marketing of this portion, regarding the profits on which there is the widest divergence of opinion. The margin in the retail business between the cost on cars and price delivered is between $1.25 and $2 a ton, and not more than enough to give on the average a fair profit.

Advertising is a large expense—in part carried by the retailer directly, but all borne by the industry.

There now remains to be considered the first major item, or the resource cost, which is what the operator has to pay for the coal in the ground—the idle resource which he starts on its career of usefulness. The cost is expressed as a royalty or a depletion charge.

One of the latest leases by a large coal-land owner provides for the payment of 27 per cent of the selling price of the coal at the breaker. This percentage is therefore not only a royalty figured on the mineral resource, but also on a commission based on the miner's wage. To bring this right home to you and to me, it may be said that the practical result is that if the anthracite we burn in our range this winter happens to come from that particular property we pay fully $1 a ton into the treasury of the city trust that owes its existence to the far-seeing business sense of a hard-headed citizen of Philadelphia. Whether such a royalty is excessive or not, the fact remains that this is the tribute paid to private ownership.

The present average rate of royalty on anthracite is probably between 32 and 35 cents a ton on all sides, which is from 12 to 14 per cent of the selling value at the mine. The minimum rate (about 10 per cent) is found in some old leases, and the maximum (20 to 27 per cent) in leases made in the last five years. P. V. Norris states that in the late sixties, when the annual output of anthracite was around 15,000,000 tons, royalties were from six to eight cents a ton on prepared sizes, but that no charge was made on the smaller sizes. In the seventies the rate rose to 25 cents on prepared, one-half on pea, and one-fourth on smaller sizes. By the middle of the eighties, when the output was a third what it is now, the rate was about double that of the seventies—that is, 40 to 50 cents on the larger sizes and five to ten cents on the smaller sizes. The tendency is still upward.

Nor is the increase in value of anthracite lands any less striking. At the beginning of the last century, as stated by Mr. Norris, the great bulk of these lands were patented by the State of Pennsylvania for $2 to $4 an acre; in the middle of the century the price of the best land rose to $50, and in 1875 even to $500. Now, $3,000 an acre has been paid for virgin coal land, and little is on the market at that. In considering these increases in land values, the effect of interest and taxes must not be overlooked.

The bituminous coal industry is a modern institution compared with the mining of anthracite, and much of the bituminous coal land was acquired by the operating companies during the last 20 years for little, if anything, more than its surface value. To-day there are large areas of bituminous coal-bearing lands that, because they are undeveloped and without railroads, can be purchased at a low price; but little or no anthracite land is on the market, and little has changed hands for years.

In the item of transportation perhaps the most promising means of relief is that of reducing the length of haul.

Reduction in marketing costs is a reform so close to the consumer that he should be able to find for himself whatever relief possible. Professor Mead, of the University of Pennsylvania, is authority for the statement that the delivery of coal is costing the dealers 50 cents a ton more than is necessary.

Study of present conditions in the coal mining districts fails to encourage the idea of governmental operation of the seven thousand coal mines in this country. More in line with trend of public sentiment in the last decade, however, is governmental control in the inter-



"LIFE ON THE ROAD; OR, WHAT'S THE USE OF MAKING APPOINTMENTS?"

A MOVING DRAMA IN NINE SCENES.

est of the consumer by regulation of prices; and to judge from the facts of experience in the regulation of transportation and other public utilities, the public coal commissions will be given sufficient discretionary powers to safeguard the interests of producer and consumer alike, and even mandatory requirements, either legislative or executive, will be subject to judicial review.

As coal is an interstate commodity, any regulation of prices needs to be under Federal control, and to benefit both consumer and producer such control can not stop with transportation and mining costs, but must stand ready to exercise full rights as a trustee of the people over the coal in the ground. The private owner of coal land, which derives its real value from society's needs, has no more sacred right to decide whether or not that coal shall be mined when it is needed by society, or to fix an exorbitant price on this indispensable national resource, than the coal operators have to combine for the purpose of exacting an excessive profit from the consumer, or the railroads to charge all that the traffic may bear. The proposal to bring landowner under the same rule as mine operator and coal carrier may seem radical, but there is the point at which coal becomes the resource upon which industrial society depends for its very life.

WHITE PIGMENTS FOR ENAMELS.

IN consequence of the scarcity and very high price of tin oxide in Germany, attention has recently been devoted to the discovery of substitutes for this oxide as a pigment for white enamels. Such a substitute must fulfill a variety of conditions, including the production, from a small quantity, of a handsome, lustrous white and an absence of any appreciable influence, chemical or physical, on the character of the enamel. Insolubility, or a most sparing solubility, in acids is highly desirable. The specifically lighter the pigment, the more easily does it distribute uniformly in the enamel and when applied; while perfect harmlessness, from the hygienic point of view, is essential if it is to find general employment. Another main factor is suitability for use on cast and sheet metal ware, and comparatively low price. These endeavors are said to have been attended with a fair amount of success, according to the "Illustrierte Zeitung fur Blech-Industrie." Tin hydroxide has been found by two investigators to possess particularly high covering power when a certain proportion of alkali is present, but the high price keeps it out of the question at present. Sodium metantimonate was largely used as an enamel pigment before the war, but, although it is insoluble in acids, its employment was prohibited by German law, at least for cooking and table utensils. Dr. Richmann claims that it is perfectly innocuous, and states that very large quantities have been used in the enamel industry during the past fifteen years, without a single instance of injury to health being on record. In the proportion of four-fifths per cent of the enamel mass it gives a very fine white, though some care is necessary in the firing process. Nevertheless, the material is now unobtainable in Germany, the supply having been commandeered.

Another enamel pigment, exhibiting many points of resemblance to tin, is zirconium, a preparation of which ("Terrar") has been put on the market by the Chemisch-Metallurgische Industriegesellschaft, Berlin. It can be used in the same manner as tin oxide, both for cast and sheet ware, and may be added to or fritted with any enamel mass, whether lead-free or not. Moreover, zirconium compounds are absolutely nonpoisonous; in fact, they are administered to patients who are to be examined by the Rontgen ray method in diseases of the stomach and intestines. Several zirconium compounds are now on the market as enamel pigments, chiefly silicates with or without alkali, and a zirconium hydroxide containing alkali.

It has also been ascertained that certain cerium compounds are suitable, and can now be obtained in such a form that the defect of drying dull is no longer experienced. These cerium compounds are recommended as substitutes for cobalt, as they give a perfectly white priming coat.

E. de Haen, of Seelze, has recently employed zinc sulphide for white enamels; and it has the advantage of being cheaper than any other pigment for this purpose. An addition of five per cent to the enamel mass is sufficient to give a dense white. Zinc sulphide is chiefly useful with readily fusible fluxes, since exposure to a high temperature decomposes it and spoils the covering power. It cannot be used with lead glazes, as it blackens them; and its employment is restricted, in colored enamels, to those containing metals which do not react with sulphur and thereby become discolored. It must not be used for cooking or table utensils, being prohibited by German law. Luminous zinc sulphide can be added to enamels that are to be fired at a low temperature, high luminosity being obtained by the addition of twenty to thirty per cent to the glaze. A few moments' exposure to daylight or artificial light will render such an enamel luminous—green, orange, or reddish, according to the kind of preparation used—for a considerable time.

E. Heilmann, of Guestrow, has found that a suitable enamel pigment can be prepared from mixtures of magnesium and aluminum oxides, or zinc and aluminum oxides, when heated to a sufficiently high temperature to form a spinel or solid solution, though the components, taken separately, are no good for this purpose. The covering power is increased by the addition of up to ten per cent of tin oxide, zirconium oxide, titanic acid, or other white refractory substance, before calcining the mixture. These ingredients have also the merit of being very cheap.



New York Headquarters of Distinction

THE Fifth Avenue Building is the only nationally advertised office building in the country. It stands at the intersection of two of the most famous streets in the world—Broadway and Fifth Avenue. It is the New York headquarters of many national leaders in the china, pottery, glass and allied lines. Aided by a location of the utmost convenience to both the tenants and their clientele, the permanent business exposition within its walls is a Mecca for thousands of buyers daily.

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TENTH ST. AND PENN AVE.,

PITTSBURGH, PA.

SPECIAL ASTOR GUEST ROOM SETS.

No. 33 Water Bottle.
No. 8161 5 oz. Tumbler.





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(Seven Pieces.)

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Manufacturer of Light Cut Glass.

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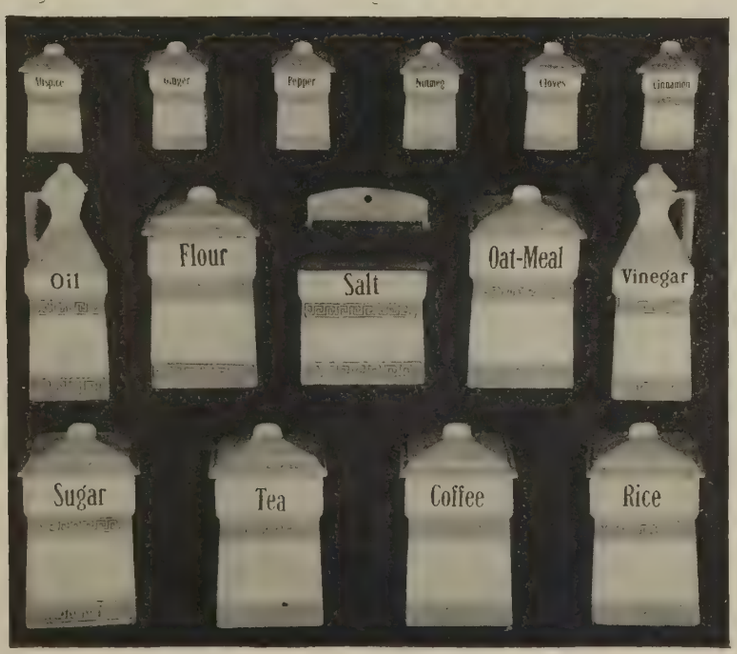
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52 Murray Street, New York.

CEREAL SETS.

MADE IN AMERICA.



E. W. HAMMOND COMPANY,

SOLE AGENTS.

23 West Twenty-third Street, New York.

You are requested to come and
inspect



THE ANIMALS MODELED BY Ed. SANDOZ

MANUFACTURED BY

THEODORE HAVILAND

Limoges - FRANCE

THEODORE HAVILAND & Co: 200-5TH AVE: NEW YORK-

How Big Business is Organized and Financed in Germany.

THE following article, by Jacob Wittner Hartmann, Ph.D., professor in the College of the City of New York, and published in the New York "Sun" recently, is said to shed a better light on the German "kartell" system and give a truer idea of the government's relation to industry than anything heretofore written:

"Germany is, in a sense, a land of co-operation imposed by Government fiat. Such a country could not tolerate the idea of production running riot, which at certain epochs becomes the outstanding characteristic of big industries in countries that maintain a greater theoretical and practical democracy than does Germany, in the manner in which they foster business competition.

"The kartell is often confused by American readers with the trust, which is a combination under the masterful control of one powerful business talent, or, at most, of a powerful financial group, with the primary object of destroying or of driving out of business all competitors in the same field; but in almost every case the history of a German kartell will show that it was founded in some period of industrial or financial depression with the purpose of resisting the lowering of prices and the overproduction of commodities. In a few cases, however, there were formations of preventive kartells, that is, of kartells established not during a period of bad business, but in anticipation of such a period, in order, if possible, to forstall it; but such cases are quite rare in Germany.

"The kartell usually has the legal status of a stock corporation, is one, in fact. Its object is the co-operative sale of a certain product. For the attainment of this object two methods are pursued: either through a sales bureau (Verkaufsbureau) under central control, or through direct sales, which are also, however, under the central control. The Verkaufsbureau fixes prices; all the products of its associates pass through its hands; it distributes the orders among the affiliated factories in accordance with their capacity; all publicity work is performed by it, as well as all necessary negotiations with customers. This seems the simplest solution of the sales problem, yet it is by no means master of the field in the administration of the German kartell. As above indicated, in many of them the executive board fixes the prices, leaving to each producer the task of finding his own market, but limiting, in some manner, the total of his output, or restricting his sales to a certain geographical district.

"The entire system would be broken up if any of the manufacturers, thus left to themselves, should yield to the temptation of securing a large order by asking a lower price than that agreed upon, or of achieving a more efficient utilization of their plants by manufacturing for sales outside their own districts. It was therefore necessary to establish a rigorous system of supervision; active, intelligent and more or less pugnacious' inspectors have a right, at any moment, to make whatever verification they like, inspecting the books, the correspondence, the manufacturing end, or the stocks carried, of any firm in the combine. Punishments, in the event that frauds are detected, are severe. Affiliated companies are required to deposit with the executive board drafts accepted by them, which are presented at the proper banks if any fine that has been incurred is not paid at once. When there is a sales bureau the thing is easier still to regulate; in that case the amount of the fine is simply charged to the delinquent firm, and thus subtracted from the amount accruing from its sales.

"The essential point about any kartell is that it fixes the price for all the firms in it, and this applies with equal force to both the sales bureau method and to that of separate sales with central supervision. In either case the object attained is the exclusion of cut-throat competition by the general acceptance of a reasonable price at which to sell products.

"One result of this prime characteristic of the kartell is that it is impossible to form a kartell unless you have succeeded in making at least 90 per cent. of the productive agencies in your field join the organization. In fact, it is desirable that even a greater proportion than that be inside the movement. For a long time it was impossible to get up a kartell for sugar refining in Germany, for it was first necessary to include the large number of sugar producers who dealt not in refined sugar but in crude sugar, much of which in those days went directly to consumers without passing through the process of refinement; and it was just these small producers who were hardest to convert to

the advantages of a broader organization of industry, owing to their ingrained prejudices against anything that was large and strong and capable, and to their distrust of the financial classes.

"Another characteristic resulting from the very nature of the kartell is this: the kartell is feasible only if the product to be sold is rather uniform in quality; only if quality and prices, in other words, can be made practically the same for the various affiliated companies. In a word, the establishment of a kartell depends on the possibility of setting up a fixed scale of prices. This is the case with coal, with smelted metals, half crude steels, sheet metals, wires, needles, pins, etc.; but once your product is variable instead of uniform, once its selling price depends considerably on virtues imparted by peculiar and little known modes of manufacture, it at once becomes impossible to set up a scale of prices and the formation of a kartell is out of the question. A good example of the difficulties attending the founding of a kartell under these circumstances is that of the textile trade; while the cotton spinners were able to enter into a kartell, the weavers could not do so because their output is too varied in character, and because, being subject to the fickle demands of fashion, it is not possible to establish a fixed scale of prices.

"The selling price is fixed by the executive board, which, owing to the ease with which the unanimous consent of the companies is obtained and owing also to the German protective tariff, has no difficulty in maintaining a sufficiently remunerative price in the home market.

"Overproduction is one of the most effective means of forcing down the selling price of an article. Therefore whenever a market presents indications of extreme stability of price each manufacturer will attempt to steal a march on the others by overproducing. He thus increases the unit of profit, that is, the profit on each article turned out, but he also increases the number of articles turned out, and it is the product of these two factors that constitutes his total profit. But if all the manufacturers are doing this, and if consumption does not simultaneously expand, a point will be reached where there is a superabundance of the article in question. A crisis is set up, in which the immediate danger is the lowering of the price of the article, a condition which the kartell opposes, as we have seen, by decreeing the maintenance of a certain price. But if the kartell stopped at that the excess of production over consumption would increase and the danger would be merely postponed and aggravated. In order to protect the industry completely the kartell must regulate production and make every effort to stimulate exportation. Accordingly the executive board fixes each year the amount that each concern may manufacture.

"A Frenchman or an Englishman might object to this method, which deprives the manufacturer of a certain part of the control of his own business. But the German believes that voluntary collective initiative is superior to individual initiative. Besides it must not be forgotten that to limit the output does not interfere with the internal autonomy of the industry, and that the manufacturer remains the master of his mode of production, for the kartell does not pool the methods of work; each associate retains his private ownership of his patents, not being obliged to share them with his fellows.

"The matter of fixing how much each is to manufacture is not without its difficulties. Theoretically, each firm is favored in accordance with its productive capacity, but this is a very elastic measure. In practice, all compete for allotments of orders, and settlements are only made after elaborate mutual concessions and accommodations.

"But the burden of this limitation is very largely compensated by the consequences of the policy of exportation which the German kartells have been so energetically pursuing for the last thirty years. Riesser says: 'It is a policy born of necessity.' You cannot limit the output of an entire industry with impunity, for you run the risk of thus forcing up the selling price to enormous heights. You are therefore obliged, willy-nilly, to overproduce. An amount equal to the consumption within the national borders is reserved for the home market, at the advantageous price which the kartell, aided by a strong protective tariff, maintains for Germany; the rest is injected into the foreign market, where it is disposed of at any risk, for a profit, or for cost, or at a loss. This process of 'dumping' manufactures has been resorted to by Germans on a gigantic scale, and has succeeded in some foreign markets, notably in France, in discouraging native competition to such an extent that the superstition has become quite current that to attempt to compete with the Germans commercially is an absolute impossibility, at least in certain commodities.

"It took the commercial middle classes of Germany a long time to find out that they had better look into the matter of their high prices at home while they were permitting the manufacturers to sell cheap to foreigners, but about 1900 a rather strong feeling against the kartells began to culminate. In order to make some concessions to public opinion the Imperial Government, toward the end of 1902, appointed an investigating committee to determine what influence the kartells had in bringing about the recent crisis in the metallurgical industries. The commission's findings included a statement that the crisis would have been worse had it not been for the existence of the kartells, and while there cannot be any doubt that the commission had studied the problem honestly, its findings must have been welcome to those in authority in the commercial world.

"The social consequences of the kartell are not the least of its many interesting features. By regulating production and sales they contribute to the mainte-



Holland Pottery Lamp

At Ferdinand Bing & Co.

nance of public order and to a proper collection of taxes, developing, at the same time, the strength of the national industries. Doubtless the Imperial Government has not failed to recognize these points, for it has always favored the establishment of kartells, to which it has, on a number of occasions, given its official sanction. Two instances of such government sanction will serve as illustrations: one was the authorization issued to the fiscal (national) manufacturers to join the kartells; the other was the imperial law of May 25, 1910, which imposed the kartell organization on an entire industry—namely, the potash industry."

Supply Buyer for a Retail Store.

MUCH space in trade publications is devoted to the various duties and the importance of the department buyer of the retail store, and on the necessity for his knowing thoroughly styles, merchandise, and preferences. He must be familiar with the details of changing merchandising methods and know when and where to buy. Little or nothing, however, is written about the supply buyer, who is a most important auxiliary and who must possess practically all the department buyer's qualifications, applied, however, to a multitude of lines instead of to a single department, or at most two or three sections or departments, as in the case of the latter. The retail store buyer might be described as an expert intensive purchaser, says a writer in the New York "Times," while it is the office of the supply buyer to be an adept in extensive purchasing. This, it will be conceded, calls for more business acumen and general knowledge than to be a head of stock to whom the power of making purchases for his department has been delegated.

To be sure, the supply buyer is less identified with the establishment's active daily life than is the department buyer, and he misses some of the perquisites, such as trips abroad, which some buyers enjoy, but he is none the less a most important cog in the machinery of the department store and it is interesting to review some of his more ordinary duties.

The supply buyer procures every item used in the store which is not sold over the counter. When one stops to think what this means there comes an appreciation of how able a business man he must be to retain his position. In some of the larger department stores his range includes horses, wagons, trucks, automobiles used in delivery, coal for the boilers, vacuum cleaners, brooms, brushes, pails, pins, paper, twine, ink, pens, shovels, lighting fixtures, and a bewildering array of other necessities for good storekeeping. And this stock must be kept replenished as needed and watched all the time. Some stores lay in a considerable supply of these goods, and the supply buyer has almost as much responsibility in seeing that he is not overstocked in anything, or is not short of any item of merchandise required at a moment's notice, as the department buyer has in attending to his highly specialized stock in one or two sections.

In most stores having a supply buyer, the supply stocks are kept with as much method in arrangement and in as orderly a manner as are the goods for sale, although, of course, in the case of the smaller items, in a much more circumscribed space.

As, of course, a false step on the part of the purchaser of store supplies would do away with considerable profit, and as check and count must be kept on these incoming items, he must secure the very best prices and obtain correct weight and quantity. Such items, for instance, as stock fodder and coal have to be weighed and doled out by means of assistants. Gasoline for the use of the store also must be tested.

The supply buyer has to take inventory of his department, the same as the buyers on the floors. Supply clerks, when it is necessary to take goods from the supply department to some store section, wait on their "customers" as do the store clerks, only the "customers" have requisition blanks to pay for the goods instead of money. Hardly any progressive retail stores nowadays take goods from one department to another without use of a charge system. Cases in point are T-stands and rugs for display in the millinery or garment department, pins and thread for the alteration workroom, and wax figures for the window decorating department. There would be a woeful deficit in the inventory taken by the store at the end of the season, or year, if no account were kept of the goods thus removed. The loaning of merchandise from one department to another has generally been discarded, as often the goods returned at length have been found damaged and shopworn. Rugs will show wear, T-stands will get broken or bent, according as they are wood or metal, and every one knows how pins get lost.

The store supply buyer in the modern establishment makes use of a system of requisition blanks which are treated as currency circulating in the store. They are

similar to orders given to another concern.

This is on the very good theory that every department is, in reality, a different store. Each, of course, has to have its individual profit. Various forms are used for requisitions in different stores.

The usual way, when one department or section needs goods from another, is to make out the accepted form for the merchandise required, have it signed by the head of the department wanting the goods, and sent to the department having the desired merchandise. The requisition form, thereupon is stamped by the inspector, as in the case of a sale, following close comparison of requisition form and merchandise. The stamped requisition is filed as though it were a sales check. It is then dispatched to the auditing department and the department which sent the goods is credited with the sale of them. Of course the department buying them is debited for a like amount. The goods are charged off at the regular retail selling price, so that the department will not show a loss. If the charge were made at the cost price the stock would show a deficiency. In the case of such articles as twine, paper, pins, and hat boxes no profit is charged, however, the goods being supplied at cost for the reason that they are not marked in stock at the retail selling price and hence cannot show a loss in the department.

The supply buyer, then, is invoice department and receiver as well as buyer.

Through a system installed in the bookkeeping department the supply department is rendered self-supporting. Such cash dicounts, or rebates, as are earned are credited direct to this department. Of course, the buyer is watching keenly for every discount he can obtain, and a rebate never escapes him if he can help it.

A charge slip, serving as a bill and check on supplies secured, is used in the case of all goods taken from the supply department for the store's use. The goods, the slip, and the requisition are sent to a special wrapping desk and are inspected and checked up. So the usual system of inspection and checking is formally carried out without any actual wrapping for delivery, just as if the goods were going to a regular outside customer.

In large cities the supplies used by a first-class retail store sometimes mount up as high as $75,000 or $80,000 in a single year.

One useful function of the requisition blank for the supply department is its prevention of wastage and theft by employes. This is especially noticeable in the case of such items as typewriter ribbons, carbon paper for typewriters and salesbooks, pencils, and brushes. All worn-out supplies must be sent to the supply department with the requisition for the new merchandise, that judgment may be had as to the necessity for drawing on the new stock. Usually it is possible to sell a large proportion of the rejected and old supplies to second-hand dealers. This brings in a little revenue, helping to offset some of the expense. The supply department also is used as a sort of clearing house for any old shopworn merchandise from the various departments and which no longer has any value from a commercial viewpoint. Whatever is realized from these sales is regarded as so much profit for the supply department. Soiled returned goods and badly damaged merchandise thus find an outlet and bring in a little money.

But the main function of the buyer of supplies is to act as a collective buyer of these items for the entire store and, thus buying in quantity, to effect a considerable saving.

THE SUPERCILIOUS EXPORTER.

FOR years our consuls in various foreign countries have been preaching to our would-be exporters the elementary duties in export trade—which can all be included in the general injunction to cater to the preferences of the buyer. Is anything simpler or more self-evident? asks the "Evening Sun." Yet the American exporter insists on disregarding the buyer's accustomed system of weights and measurers, his preferences in packing, the system of longer credits with which England and Germany have competed to accommodate him. The American exporter's attitude is that of "take it or leave it!" Again, could anything be sillier, more childish, less intelligent?

The American merchant dealing with his own countrymen is not such a fool. He knows the pains he must take, the concessions he must make, the continual watchfulness he must employ, to gain and keep a share of trade substantial enough to keep his business going, with all its overhead charges and all the winds of adverse chance which whistle around his ears. Why, the most obvious and glaring example of the lengths to which traders feel it expedient to go to attract and retain trade is to be seen in the retail dry goods business just here in New York. To cater to the highly desirable general patronage of woman with plenty of money to spend these retail merchant give long credits, undertake highly expensive deliveries and permit returns of merchandise almost at will which would have scandalized the judgment of merchants doing business only a few years ag It scandalizes some merchants now.

It should not be neccessary, after the business shall be organized, to go to very hazardous extremes to gain and keep export trade. Yet it is still true that one must take some risk in his entry upon such a new field. If he is convinced that this field is worth entering he should realize that he must work harder to succeed abroad than at home, and make it his business to invite his new customers, and never rebuff them. To do so conveys a plain imputation upon himself of bad judgment and even ignorance of the simple proprieties of trade.

WE have a heavy stock of Haviland's White Ranson and No. 20645, and can name a close price on same.

Mutual China Company,

SUCCESSORS TO

HOLLWEG & REESE,

INDIANAPOLIS, IND.

TO THE TRADE.

WHEN in Pittsburgh be sure to see our 1917 Decorations—No. 107 Ruby Rose, No. 108 Golden Fly, No. 109 Clover Gold—with 24-Karat Gold Trimmings on Stemware and Vases.

Also hundreds of items in Aurora, Rims of Gold, Roses, Butterflies, Blue Birds and Iridescent Lustre, in enough variety to please the most discriminating buyer.

For Jobbers—Souvenirs, Wine, Whiskey, Liquor Sets, and Tableware. Something for everyone.

UNITED STATES GLASS CO.,

Pittsburgh. New York. Philadelphia. Boston. Chicago. Baltimore. Denver. San Francisco. Los Angeles.

L. BERNARDAUD & CO.,

LIMOGES,

Fine French China.

MANY SAMPLES RECEIVED.

New Decorations of Exceptional Style for 1917 Import.

TWENTY PATTERNS IN STOCK FOR IMMEDIATE SHIPMENT.
WHITE CHINA FOR DECORATING.

L. BERNARDAUD & CO., 46 Murray Street, New York.

1917 Samples Ready.

THE new patterns are received, opened, marked, and ready for inspection. Under ordinary conditions they would be noticeable, as they constitute a new departure from the "beaten track" of china designs; but made, as they were, under "war" conditions, they are truly remarkable. Call and see them!

HAVILAND & ABBOT CO.,

95 MADISON AVE., NEW YORK.

THE

Geo. H. Bowman Co.,

CLEVELAND,

Cut Glass Manufacturers.

The Butterfly Pattern is unexcelled for premium use.

Write for Catalogues and Samples.

ON DISPLAY AT

Chicago, 701 Kesner Bldg. Messrs. Wm. Bleesing and S. A. Pexton.
Boston, 261 Franklin St. Mr. W. R. Amidon.
Denver, 311 Charles Bldg. Mr. O. M. Campbell.
Cleveland, 224 Euclid Ave.

UNTIL potash is available at a reasonable price we cannot make any more glass blanks for cutting.

We have a good stock of Lead-Potash Cut Glass on hand.

REPRODUCTIONS OF COLORED VENETIAN GLASSWARE.

NO CATALOGUES.

SAMPLES OF ALL STOCK AT

No. 36 MURRAY STREET, NEW YORK.

C. DORFLINGER & SONS.

PUT "GINGER" IN YOUR LAMP DEPARTMENT!



Our line of electric and gas portable lamps will do the trick. Brim full of the best popular-priced designs you ever saw.

"Originality" is a mild term to use—they're simply pippins. All new this season.

IMPERIAL ART GLASS & LAMP WORKS

205 West 19th Street, New York.

Boston, 41 Pearl Street.
Chicago, 908 Kesner Building.
St. Paul, 501 Ryan Building.
St. Louis, 804 Victoria Building.
Cleveland, Park Building.
Oklahoma City, Beardmore Sales Co
San Francisco, 68 Post Street.
Houston, Tex., Bentley-Dunkerly Sales Co.



Swedish Art Novelties.

A "GIFTS" LINE THAT IS

Quick-Selling—Profitable—Satisfying



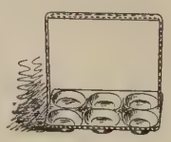


In this line you will find something that possesses all of the selling advantages that are usually given to novelty lines. Its unusual character, the fact that it is the faithful production of some particular artist, and that all of it is decorated in characteristic livid colors, assures you that such pieces as you buy will serve to brighten your present holiday stock.

Quick-Selling Because no two pieces are exactly alike, Swedish Art Novelties sell quickly and easily. Your customers will not be afraid that there will be duplication in the list of gifts received by any of their friends.

Profitable Hand-decorated and distinctively individualistic in character, each piece commands a retail price that will permit you to make a very nice margin of profit.

Satisfying To your gift-buying customers nothing is more important than that they should be able to feel that they were getting something "different." Surely Swedish Art meets this requirement.







The KINNEY & LEVAN CO.,

CLEVELAND, O.

New York Salesroom:
E. J. CADIGAN,
12 West Thirty-first St., New York.

Pittsburgh Branch:
CENTURY BUILDING,
Pittsburgh, Pa,

GUERIN & CO.

Trade Mark W.G. & Co

of Limoges, France,

Trade Mark J.P. L. FRANCE

Wm. Guerin & Co. J. Pouyat & Co.

1917

SAMPLES ON SHOW.

43-47 West Twenty-third St.,

NEW YORK CITY.

A. GREDELUE.



Glassware.

Toilet Ware.

Light and Deep Rock Crystal.

Fancy Goods.

Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT

Baccarat, Rambervillers, Bertrichamps.

129 Fifth Avenue, New York City.

Advertising the Crockery and Glass Department.

EVERY manager of a crockery and glass department has his ear out for new methods of advertising, whereby the patronage of his department can be increased and the showing for the year made better. He watches the trade papers carefully for suggestions, and gets many from that source. His assistants often have good ideas, and of course many of them originate in his own mind. A buyer without imagination will never get far, for without imagination the conception of novel advertising schemes is impossible. Looking over the ranks of the buyers of the large department stores of the country, it is very apparent that almost without exception they possess more or less of this imagination, although of course at the start they are practical dollars-and-cents men. Not long ago the head of one big department store thought so much of the advertising genius of his crockery and glass buyer that he made him advertising manager of the entire store.

While the top-notch department store crockery and glass managers understand advertising, and make use of its wonderful power to pull business three hundred and sixty-five days in the year, there are some who seldom give it a thought. They handle the customers who come to their department, keep the tables and the warehouse filled with the sort of goods they believe their trade wants, and devote the remainder of their time to turning down salesmen with ideas. Generally, too, these are the fellows who will tell you that while they subscribe for the trade papers they never read them. Go to their desk, and they will point, with an air which is almost one of pride, to a pile of unopened trade papers, and will tell you that they "never get time to read them." The big mind is the open mind, and it is only buyers with peanut brains who refuse to read the trade papers, teeming as they are with bright ideas for increasing business and building permanent trade.

Inquiry made among the buyers of leading department stores shows that quite a difference of opinion exists as to the methods which should be employed in advertising a department. One said that his plan was to place the main emphasis on the appearance of his department.

"What I mean to say is that a crockery and glass department should make certain of carrying the class of goods the customers want," he explained, "and it should be left to the store to do the advertising to bring the people within its portals. The plan followed at the majority of the department stores is for the buyer in each department to get up the copy for his particular department. This goes to the advertising manager, who dovetails everything together and polishes up the entire advertisement which will appear in the newspapers. The policy of the crockery and glass department buyer should vary, it seems to me, according to the basis upon which the store seeks business. If it is working to get the people's trade on a price basis, then he ought to advertise prices, with frequent sales, special bargains, and other inducements. If the store seeks the patronage of the wealthy he will do well to place emphasis on quality and say little about prices, although of course prices are more or less necessary in any case. The taste of the more prosperous class is not always the most discriminating, by any means. Sometimes it is poor. I have found in my own department that I can sell almost anything if it is properly displayed and priced high enough. Things which would not move at all if they were priced at their real value—$2, for instance—will often sell at $9. The people know they are cheap at $2, but at $9 they are not certain but that the wares are beyond their knowledgeof what is proper and artistic. The middle classes are the best buyers, of course; and if a store has a trade of this sort the manager of the crockery and glass department had better give good value, and have his goods marked on a value basis, if he wishes to get along."

The show window possibilities of the department store are things which the crockery and glass buyer will do well to study. The department may be located many floors above the street, but the allotted space in the show window on the ground floor gives ample opportunity for the department manager to tell the people what they can find in his department. Here, again, ideas vary. One manager thinks that the window should be made a miniature of the department, with the most representative items displayed. Others believe that it is better to take a tumbler, or a mixing bowl, for instance, mark it at an attractive price, and then

fill the window with nothing but samples of this one item. It is a fact that this is an age of specialists, and therefore emphasis placed on one single item is much more likely, perhaps, to bring results than by scattering attention to many items.

One large buyer is of the opinion that courtesy on the part of clerks is about the best advertising a crockery and glass department can have. "The majority of the customers are women," said this buyer, "and women appreciate courtesy above all other things. A good word spoken at an afternoon party is better than anything which could possibly be published in a newspaper. People used to believe everything they saw in print, but they don't any more. The pleased customer is the best possible advertising medium."

Many of the department stores going after high class trade use personal letters to good effect. To be properly effective these letters must be really personal and have nothing suggestive of the circular about them. It is an expensive form of advertising, but a good one, considered from the standpoint of results. To warrant such letters there must be something special to announce. For instance, the importation of a number of rare statues, which in the nature of things are much in demand in homes of the rich, would be reason enough.

This kind of advertising is liable to be overdone, however. Many department store buyers go to seed on the proposition. They are constantly sending them out, until the letters come to mean nothing to the people who receive them, and are at last not even read. It is better to send out a few and have them mean something than to surfeit prospective customers with matter which at last drops to the level of a feeble series of advertisements.

The means of advertising at the disposal of the department buyer for the small store are not so many nor so effective as those within the power of his larger confrere, and therefore, in order that the highest success may be atttained, it is necessary for the small buyer to be even more resourceful that the large one. In the city the buyer for the neighberhood store cannot use the daily newspapers, as there is too much waste circulation. He must seek some means of advertising which will reach the people in the neighborhood only. Motion-picture theatre advertising has been much used for this purpose of late, and is believed to be successful. Handbills passed from house to house, and a limited amount of circularization through the mails, will also work to build up trade.

EXPORTS FROM STOKE-ON-TRENT.

THE exports of earthenware and china from the consular district of Stoke-on-Trent, England, to the United States during the month of November amounted to £30,267—an increase of £8,780 compared with the figures for the month of November, 1915.

IN MEMORIAM.

AT a special meeting of the Crockery Board of Trade of New York held on the 15th inst. to take action on the death of Jerome Jones a committee to prepare a memorial was appointed as follows: Frank P. Abbot, Henry Witte, Edward F. Anderson.

ADVANCES TO FLINT GLASS WORKERS.

A REVIEW of the substantial wage increases which have been given to members of the American Flint Glass Workers' Union during the past year is contained in the December number of "The American Flint," as follows:

"The year 1916 has been one of the most prosperous that the members of the American Flint Glass Workers' Union have ever experienced. Much has been accomplished for our men in the way of increase in wages and reduction of hours as well. The first in our organization to secure an advance in wages were the bulb workers, the blowers receiving 11 per cent, while the gatherers were advanced from $1.50 per turn to $1.90, or an increase amounting to almost 27 per cent. The iron mold department at the annual conference secured a 10 per cent increase for the blowers; the gatherers on iron mold shops were given an increase of 15 per cent, and in many instances where the wages of the gatherer was $1.20 per turn as a minimum it was raised to $1.25 and 15 per cent added, which, when figured on these jobs, amounts to approximately a 19 per cent increase. The press ware department secured an increase of 10 per cent and made the minimum wage for the finisher $1.65 instead of $1.50 with the above 10 per cent added, which made an increase equal to 19 per cent. The pressers were advanced on small wares from $1.65 to $1.75, or, in other words, the minimum wage for pressing is now $1.75, and with the 10 per cent added to the 15 per cent which has applied to the press ware list for several years past, makes the net wages on this class of ware $2.19 per turn. The foot setters' wages were advanced from $1.60 to $1.75, and 25 per cent added. Our members in this department are well satisfied with what has been accomplished. The paste mold department received a straight 10 per cent increase. The shade and globe department likewise received a 10 per cent increase. The caster place department also secured a 10 per cent advance. In the punch tumbler and stemware department the wages of the blower were advanced 10 per cent and the gatherers on punch tumblers advanced 19 per cent. The machine pressware workers received a 5 per cent advance and reduced their hours from 9 to 8½. The cutting department received a 5 per cent increase. The engraving department reduced their hours of labor from 55 hours for a week's work to 50 hours. The press

WE'RE GROWING—WATCH US!

SAUL MFG. CO.,

286 Fifth Avenue, Near Thirtieth St., **New York City.**

A host of Good Wishes for a Happy Christmas and an abundant prosperity for the New Year!

Henry Saul. *Albert Rehberger.*
Formerly with Bawo & Dotter.

1917 Lines Ready January 1st.

MOCO

FIRE-PROOF COOKING WARE FOR FAMILY USE.

MOHAWK CLAY PRODUCTS CO., Perrysville, O.



GUARANTEED SUPERIOR TO ANY BROWN COOKING WARE MADE.

Write for Catalog and Prices.

CHICAGO OFFICE:
W. T. Darden & Co., Palmer House.

NEW YORK OFFICE:
Julius Palme, 44 Murray Street.



ware stopper makers received an increase of 5 per cent. At this writing over 75 per cent of the manufacturers employing our moldmakers have advanced wages ranging from 10 to 33 per cent. In the chimney department the blowers on off-hand made chimneys received an increase of 10 per cent, while the gatherers received 15 per cent, and the cents per dozen increase in the off-hand made chimney applies to the paste mold and machine-made chimney, which in many instances amounts to an increase of 22 per cent."

BOSTON BUSINESS NOTES.

FEW cities have an organization representing the retail trade so thoroughly as does the Retail Trade Board of Boston, which is connected with the Chamber of Commerce, and which has brought about much favorable legislation for the protection and advantage of the leading stores. This Board is now to take up a plan for confining free deliveries of merchandise sold at retail to daylight hours only. The proposal is to start delivering earlier in the day, the early hours taking the place of the now prevailing late hours of the previous day. The advantages to the storekeepers are said to be all too evident. The merchant will be able to guarantee more accurately the time of delivery when a purchase is being made, those connected with the delivery systems will have daylight working hours, and the customer will be able to anticipate with greater certainty the arrival of the articles. Conferences will be held with representatives of the Expressmen's League, the Teamsters' Union, Clearing House Parcel Delivery Co. and other organizations interested, as well as with the managers of shipping departments. This special committee of the Board comprise: Thomas K. Cory, of William Filene's Sons Co.; Jarvis Lamson, of Lamson & Hubbard; E. F. Lovejoy, of the Continental Clothing Co.; N. J. Meehan, of Meyer, Jonasson & Co., and Wallace D. Williams, of the Jordan-Marsh Co.

The department stores of Boston have decided to close all day on New Year's following the announcement of the popular verdict rendered at the polls, when the matter of making Jan. 1 a legal holiday in this State was carried by 312.678 to 113,142 votes.

The Chamber of Commerce Bureau of Investigation has sent to members of the crockery and glass trade warning of a gang of thieves that has been systematically working Boston business men over the 'phone. The method of procedure has been simple. One of the men calls a certain store and orders goods for some well-known institution, saying that he will send an errand boy for the package. The boy appears; the goods disappear. Unless the merchant is sure of the customer he is advised that it will be worth while for him to call back a few minutes later to the institution mentioned and have the order verified. "If the party alleged to have made the call knows nothing regarding it," says the letter, "call the police at once and give them all the information you have."

H. P. Hunt, of H. P. & H. F. Hunt Co., is leaving for the West to visit the factories represented by his concern in New England. While away he will take in the glass exposition at the Fort Pitt Hotel in January. Mr. Hunt, who is vice-president of the recently-incorporated Cooke-Dodge Co., which intends to specialize in gift shop and premium lines, will also represent this concern in the West.

The Crescent Cut Glass Works, Fall River, has changed its name to the Heron Cut Glass Works.

J. C. Fisher, representing A. Gredelue, New York, made a flying business trip to Boston this week.

Daniel Campbell, president of the Capital Hardware Co. of Montpelier, Vt., called on friends here this week.

W. B. Kemp, for many years with the H. L. Kincaide Co , Quincy, has accepted the position of buyer for the Lougee, Robinson Co., Laconia, N. H.

The freight embargoes and tie-ups are causing renewed trouble for some of the local concerns just now, but fortunately it is at a time when the demands for deliveries are not so insistent as usual. When the first big snowstorm strikes New England, however, it is anticipated that there will be opportunities for plenty of kicking on non-deliveries.

Funeral services for Jerome Jones, president of the Jones, McDuffee & Stratton Co , were held on Saturday at Mt. Auburn Chapel and brought together a representative gathering of business and professional men of New England, including a large number from the crockery and glass trade in Boston and New York City. The store closed all day, and the other large stores all shut their doors from noon to two o'clock out of respect to Mr. Jones's memory. The delegation from New York, representing the Crockery Board of Trade, comprised George B. Jones, Robt. M. Bolton, Henry Witte, E. J. Ridgway, Hugh C. Edmiston and W. S. Pitcairn. Others who atttended were former Mayor Thomas N. Hart, General William A. Bancroft, George R. Fearing, representing the New England Hospital for Women and Children; Richard Briggs; Levi Cocley, of the Boston China Decorating Works; Grenville H. Norcross; Prentice W. Abbott, trustee of Mt. Auburn Cemetery; George E. Brock, president, and Henry Jackson, vice-president, of the Home Savings Bank, with which Mr.

Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

Jones had been associated as a trustee for years; Felix Rackemann, Ralph W. Dunbar, Charles T. Gallagher, Colonel Melvin O. Adams, Winthrop H. Wade, Otis Norcross, J. Randolph Coolidge, Thomas P. Beal, president of the Second National Bank; William H. Wellington, J. Nelson Parker, Prentiss Cummings, Moses Williams, Stephen Bartlett, Wallace Pierce, Elwin G. Preston, Frank L. Locke, president of the Young Men's Christian Union, in which Mr. Jones always had shown a great deal of interest; R. L. O'Brien, Charles E. Stratton, Solomon P. Stratton, David Loring, Alfred Hemenway, Ernest P. Dane, E. B. Bradford and Samuel P. Mandell. Among those from the trade, aside from those from the Jones, McDuffee & Stratton Co. store, were Jacob Mitchell, G. A. Stuart, George A. Granville, Frank J. Chase and M. A. Lovell.

Some women dropped into a sample room the other day and wanted to make some purchases for a "shower" which they were to give a prospective bride. They had $18, and were more particular in regard to using up just that amount, and no more, than they were about matching the pieces. They bought about three dozen items—tumblers, a decanter, goblets, cocktail glasses, vases, finger-bowls—and hardly one matched another. "That was one of the best sales we've made in this place for the year," said the proprietor, "when you consider that we were getting rid of run-out samples which we did not want around. Best of all, the women were delighted also, for they had secured real 'bargains.'"

OBITUARY.

SIGMUND STERNAU, head of S. Sternau & Co., Brooklyn, manufacturers of metal specialties, died at his home in New York Dec. 9. Had he lived until January he would have been fifty-three years old. He was born in Germany, came to this country while a youth, and had been connected with the metal and housefurnishing goods trade ever since.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

HELP WANTED.

SALESMAN WANTED—To travel for a large brass manufacturing plant making a general line of brass goods and brass specialties. Address, stating age, experience, territory previously covered, salary expected, and any other desirable information, A 111, this office.

BUSINESS OPPORTUNITIES.

EXPERIENCED cut glass and china salesman, twenty years' experience, open for a popular-priced line for the coming year. Large established trade throughout the West, Middle West and South. Address A 107, this office.

CHICAGO SALES AGENCY—Wish to connect and represent factory making medium-grade rich cut glass; also factory making stone engraved blown glassware lines. Having over thirty years' experience in selling above lines to department stores, jewelers and mail-order houses throughout the Middle West. Will arrange with good, responsible factories only; also only on special terms as to salary or commission. Will maintain a Chicago salesroom and travel some from Chicago in Wisconsin, Michigan, Iowa and Illinois. Address A 108, this office.

FOR SALE OR LEASE.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

ESTABLISHED 1864.

Cartwright Bros. Co.,

POTTERS.

East Liverpool, Ohio.

Three Blocks West of P. R. R. Depot.

WHEN coming to East Liverpool don't fail to call and see what we have to offer you for 1917. Our new lines of plain shape dinner ware and attractive specialties will be hits for your department.

CROCKERY and GLASS JOURNAL

NEW YORK, DEC. 28, 1916.

THE CONDITION OF BUSINESS.

New York

The year 1916 closes with the most remarkable condition ever known to exist in the crockery and glass trade. It will take some time before those dealing in these commodities know how they stand. The expense of doing business has increased, and the cost of everything that goes into their production has risen to abnormal heights. Increased wages to workers in the factories, advanced freights and higher marine insurance on imported goods, together with increased duties occasioned by the rise in prices, have gone far to reduce profits. That some people in the trade have made money is indisputable. The wholesalers undoubtedly have reaped a harvest. They knew what the goods would cost them and arranged their prices accordingly. The glass men have boosted their prices to a point where there is a good profit. If they go any higher, however, they will probably scare off buyers. Some of the potters have made money, and but for untoward circumstances all would have reaped great benefits. Labor difficulties, shortage of help, high prices for raw materials and short production have undoubtedly curtailed their profits materially.

There is one class of men in the trade who are deserving of sympathy—the salaried employees. The cost of living has advanced while their wages have remained stationary, and in some lamentable instances have even been reduced. And yet, to the praise of the employers be it said, many of the latter have kept on men with whom they could easily have dispensed.

The retail trade has been extraordinary. Buyers wisely took advantage of conditions and put on good paying profits. More than that, they have been able to dispose of obsolete goods—which in ordinary times would have had to be sold at a loss—at the market price of seasonable wares. Not only have they cleared out dead stock, but have made money which they never expected to see.

The future looks bright. Manufacturers think that the rise in raw materials has about reached its limit, and having settled the wage scale have at least a basis on which to figure.

It is not quite as serene with the importers, for they do not know whether prices on their goods have reached the top notch or not; but they do believe that any further advances will be slight compared with what have been put on the wares up to now. The talk of peace will act as a brake on increases—in fact, already buyers are beginning to figure on reductions. These are highly improbable, however, for it is going to be a long time before the cost of production is reduced. As stated in this column time and again, the shortage of labor will continue for months if not years, and a long period must necessarily elapse before normal production is reached. The demand will continue, as there is a shortage in the market of at least fifty per cent of the normal supply, which in itself would maintain prices. The stock of goods made up in Europe is comparatively small, and even if the wares were immediately available for shipment there would not be facilities for bringing them over in a hurry. The crockery and glass trade is not the only one awaiting foreign goods.

Every industry is short of merchandise, and everybody would be crowding shipping ports if the war were to cease.

The huge profits recently made by various interests in this country cannot fail to result in increased buying of the commodities we represent. Wage increases and bonuses to employees have been made on a tremendous scale, and there is much money waiting to be spent. He must indeed be a pessimist who cannot see a rosy tint in the sky of the crockery and glass world.

East Liverpool and Vicinity

An exasperating condition confronts pottery manufacturers and buyers alike this season. Factories are crowded with business, and the large wholesale interests are taking anything the manufacturers can produce. But raw materials are slow in arriving, trouble is being experienced in securing decals for decorating, cold weather has created a shortage of gas, thus decreasing production; shipments are being held up on account of embargoes and freight congestions. The manufacturers are working like beavers to overcome the difficulties. Pluck and perseverance will accomplish wonders; and these qualities are in evidence everywhere.

Pittsburgh and Vicinity

Orders are heavy, but it is difficult to get shipments started on account of railroad congestion. Every mail brings additional business. Prices show a rising tendency.

FOR SOUTH AMERICAN TRADE.

THE meeting at the Hotel Manhattan, this city, recently, of a number of the leading manufacturers of the country to perfect the organization of the Argentine Mercantile Corporation marks the success of efforts by the American manufacturers for the past six months to form a coalition for the purpose of marketing their goods in the rich Argentine country, under the first workable co-operative plan ever attempted for exporting goods from this country.

The feature of the organization is that no competing lines of goods will be carried and that each manufacturer will bear a share of the expense of marketing his product in Argentina in proportion to the extent of his business. The corporation combines in one solid organganization the distributing, selling and financing of the merchandise of the manufacturers. It has taken for its salesrooms in the city of Buenos Aires an entire building in the centre of the retail district, adjacent to the Plaza de Mayo, in Calle Defensa Nos. 140 to 148. This building, which is now being fitted up and will probably be occupied by next March, is being outfitted in a splendid manner for the display of the samples of the allied manufacturers. Each classification of trade will be exhibited in a separate department and each department will be in charge of an experienced manager, with a competent corps of salesmen and travelers experienced in the merchandise trade and customs of the Argentine.

The importance of the Argentine as a customer for American-made goods of every kind is shown by the fact that the imports to that country in 1913 were $421,352,542, and in 1914 were $271,817,900, a decrease of 35½ per cent. The imports in 1915 dropped to $226,892,733, a decrease of 49⅞ per cent from 1913. During that three-year period the exports were $1,391,039,331, against imports of $920,063,175, leaving a balance of trade in favor of Argentina of $470,976,156, which is now awaiting expenditure. This amount is a per capita increase of $59 in the wealth of the country in three years. Of course this trade balance is largely due to the fact that the Argentine has been unable to buy in the European markets, where it has been accustomed to trade, and the American market is an untried experiment to them.

European competition at the close of the war is a much talked of and speculated upon situation; but from the standpoint of past history it seems clear that those American concerns who maintain an efficient selling agency in Argentina and who give the facilities to the merchants there that are equal, or perhaps superior, to those that Europe can offer for several years, are bound to maintain the trade that they establish during the present period of non-competition in that market. But those concerns who are simply taking orders for merchandise from those countries, without system or method, must, in the very nature of things, be without South American trade once the familiar and organized European methods meet them there in active competition.

The Argentine Mercantile Corporation will have established itself so strongly as a local concern, and will offer such obvious advantages to Argentine merchants, that it is bound to retain its trade position in face of the keenest European markets.

In the past much has been said and many reasons given why American merchants failed in their South American trade ventures. The real reason for this failure is that many of the merchants in those countries are European young men who were sent by a group of manufacturers that established them in business, and their refusal to trade with American concerns was through loyalty to their source of credit. Another point is that European manufacturers would form themselves into certain groups and cause the organization of a bank or financial house to be established in these foreign trade centers, and these banks would finance the merchandise sold by the European manufacturers, and the manufacturer would receive his money, and the

merchant in South America would also receive his credit.

Realizing that the American manufacturer must look to himself for the export of his merchandise in this foreign market, this coalition was formed, and each merchant being in a non-competing line the members are associated together for the common good and advantage of all. The coalition of so many manufacturers with large aggregate wealth and resources gives to the concern practically unlimited power and credit in the handling of their business. This will enable the company to pay cash in New York against bills of lading, and to command for its various operations there, through the power and influence of its members, practically unlimited capital.

THE PITTSBURGH EXPOSITION.

ARRANGEMENTS are now complete for the annual pottery and glass exposition at Pittsburgh, and by Tuesday every display will be ready. Over seventy concerns will maintain sample rooms in the various hotels, the majority being located at the Ft. Pitt. The list includes a number who have never hitherto exhibited, and the exposition as a whole is the largest ever arranged.

FORT PITT HOTEL.

Room	Firm	Representative
104	Reizenstein Glass Co	Reizenstein, L
128	D C Jenkins Glass Co	Jenkins, H C
129	Bryce Bros Co	Bryce, G S Duval, W H
137	Co-operative Flint Glass Co	Reaper, W A
228	Mitchell, Woodbury Co	Corey, R W
241	Fostoria Glass Novelty Co	Edmonds, W G
242	Mohawk Clay Products Co.	
339	McKenna Cut Glass Co	Herveck, E
340	George H Bowman Co	Ellis, Charles
342	Ideal Cut Glass Co	
344	Carrollton Pottery Co	McPherson, A P
438	Empire Lamp Mfg Co	Levinson, J
444	C P Schuller Glass & Lamp Co.	Schuller, C P
438	Empire Lamp Co	Levison, J
439	Potters' Co-Operative Co	McNicol, Lester Owen, William E
440	Republic Specialty Co	Dunn, W H
441	Westmoreland Specialty Co	West, George Reineck, R B
538	Royal Metal Mfg. Co	
539	Oxford Pottery Co	Flannigan, J E
540	Sunshine Cut Glass Co	Reddrop, C F
541	Haeger Potteries Co	Sabin, E S
542	Martin Mercantile Co	Carlstein, M
544	D E McNicol Pottery Co	Patterson, J W
604	Quaker City Cut Glass Co.	Lemcke, A F
621	United Novelty Co	Heuman, Mrs
628	National China Co	Wilgus, E E
637	Star Glass Co	Patterson, W J
639	S A Weller Pottery Co	Woodworth, G H
640	United Cut Glass Co.	Newirth, Samuel
642	Jones, McDuffee & Stratton Co	Gordon, J P
643	Fenton Art Glass Co	Fenton, R C
671	A E Hull Pottery Co	Kinnan, V D Springer, G W
673	Steinfeld Bros	Jones, Milton
676	Vodrey Pottery Co	Copperstone, T A
678	M Herbert Co	
680	Wolverine Supply and Mfg. Co.	
684	Hall China Co	Simmers, Frank I
685	L D Bloch & Co	Bigart, H
692	Jno B Higbee Glass Co	Clarke, Ira M
694	Ohio Pottery Co	Fraunfelter, C D
794	L E Smith Glass Co.	Hall, Swaney
696	Camden City Cut Glass Co	Bortz, H M
697	Bonita Glass Co	Jeager, O
700	Central Cut Glass Co	Eckland, O W
702	Smith-Philiips China Co	Clinton, E W
704	Diamond Glass Co	Thomas, H W
706	Lancaster Glass Co	Martin, L P
708	Indiana Glass Co	Kelly, H L Merry, F K
710	Mayer China Co	Mayer, A E
712	H Northwood Co	Northwood, C
714	Taylor, Smith & Taylor Co	Taylor, C E
716	Paden City Glass Co.	Fisher, David
718	Steubenville Pottery Co	Wintringer, H D Neal W R
720	Beaver Valley Glass Co.	Fraser, Alex
722	H C Fry Glass Co	Isreal, C H
724	E M Knowles China Co.	Messrs. Mackey and Anderson
726	Brush-McCoy Pottery Co	Vaughn, F H
728	Cambridge Glass Co.	McCartney, W C Crain, L C
739	Duncan & Miller Glass Co	Rent, J C Graeser, A A
740	Economy Tumbler Co	Hunter, W E Kenney, S P
742	S Herbert Glass Co	Hamblin, E E
743	McKee Glass Co	Branum, F G
773	Crooksville Pottery Co.	Conner, H K
776	West End Pottery Co	Curry, J P
778	A H Heisey & Co.	Cassel, C G
784	Phoenix Glass Co	Whitney, H B
785	Demer Bros Cut Glass Co	Demer, F
788	E P Kupfer Cut Glass Co.	Chapman, E C
790	Lazarus & Rosenfeld.	Brownley, Geo W
792	Geo F Bassett & Co.	Ellisson, W F
796	Cut Glass Products Co	Classen, F J
842	American Import Co	Levens, C F

COLONIAL-ANNEX.

A L Tuska Co.	Thomas, Harry

HOTEL ANDERSON.

Roseville Pottery Co.	Feldner, Ben

HOTEL HENRY.

T B Clark & Co, Honesdale, Pa	Johonnot, J H

CITY SHOWROOMS.

Atlantic Glass Co., 222 First avenue.
Consolidated Lamp and Glass Co.
Monongah Glass Co.
Westmoreland Glass Specialty Co., 702 Second.
Tarentum Glass Co., Nat. Bank Bldg., Ninth and Liberty avenue.

Colonial Pottery Co.
Brush-McCoy Pottery Co.
Nelson McCoy Pottery Co.
Kinney & Levan, Century Bldg., Sandusky street.
Pittsburgh Cut Glass Co., Phipps Power Bldg., Duquesne Way.
Charleroi Decorating Co. } Anchor Bank Bldg., Smith-
Penna. Glass Mfg. Co. } field and Diamond streets.
Macbeth-Evans Glass Co., Wabash Bldg., Liberty avenue.
Mortimer Glass Co. } Oliver Bldg., Smithfield street.
Fenton Art Glass Co. }
Warwick China Co. }
Hall China Co. } 209 Sandusky street,
Maddock Pottery Co. }
Oriental Glass Co., Eighth and Sarah streets, South Side.
Pittsburgh Lamp, Brass and Glass Co., Century Bldg., Sandusky street.
Phoenix Glass Co., Second Nat. Bank Bldg., Ninth and Liberty avenue.
Silicon Glass Co., Wabash Bldg., Liberty avenue.
United States Glass Co., Ninth and Bingham streets, South Side,
John B. Higbee Glass Co., Bridgeville, Pa.

THE URN ON GRACE CHURCH LAWN.

TO the news that Grace Church has been weather-proofed, that it may exist to delight future generations, there is a little pendant which reads: "An amphora, or Pompeiian urn, about 3,000 years old, excavated some years ago, and one of the four now in existence, is set on the grounds north of the church." The urn, we are told, has been proofed against the New York climate, along with the church.

But is it an amphora? Fremont Rider's newly-issued "New York City," a volume rivalling Baedeker's best, calls it a doliola, designed to hold grain, and excavated at Rome. That sounds much more reasonable. A doliola would be a little dolium, and a dolium was a large earthenware jar big enough to hold a man.

This recalls the notion of a writer of romantic and exciting stories whose imagination was fired by a contemplation of the Grace Church urn. He wanted to write a story (maybe he has done it by this time) of a daring thief who should break into the vault of a bank, be chased and fired upon, elude his hunters and take refuge in the vase in the churchyard. The very unlikeliness of his hiding place was to prove a sufficient safeguard. The daylight would come, and soon Broadway would be roaring with traffic; yet the thief with his pockets full of treasure must crouch in the sun-heated urn for hour on hour till nightfall. A picturesque story. It is not easy to think of an ending worthy of it.

Our friend the romancer was probably not aware that his idea was not wholly original. No less a person than Diogenes dwelt in a vase like that at Broadway near Tenth street. The tradition had Diogenes living in a tub; but it was a dolium that he inhabited. Some ancient pictures show him lolling in his mammoth vase while exhorting Alexander the Great to "stand from between me and the sun."

IMPORTS AT NEW YORK.

Pertaining to China, Crockery, Glass, etc., for the week ending December 26, 1916.

BORDEAUX

6	packages chinaware	Maresi & Co
2	" "	A Murphy & Co
5	" "	J M Shaw & Co
4	" toys	Strobel & Wilken Co
8	" "	Miscellaneous Orders

COPENHAGEN

9	packages chinaware	Royal Copenhagen Porcelain Co
10	" "	Overton & Co
7	" "	Miscellaneous Orders
59	" glassware	J H Venon

SOUTH PACIFIC

1	package chinaware	A Heron
1	" toys	A Price

LIVERPOOL

2	packages earthenware	Miscellaneous Orders
5	" "	L A Consmiller
28	" "	G F Bassett & Co
4	" "	Butler Bros
36	" "	Maddock & Miller
1	" "	G Collamore & Co
8	" "	Davies, Turner & Co
33	" "	Haviland & Co
16	" "	J Davison
13	" "	T S Todd & Co
3	" "	W H Plummer & Co
5	" "	Guaranty Trust Co
8	" "	Tiffany & Co
12	" "	Alpers & Mott
2	" "	Lewis & Conger
5	" glassware	F G Sternberg
5	" "	G Collamore & Co
8	" "	Davis, Collamore & Co
2	" chniaware	Rowland & Marsellus Co
19	" "	Meakin & Ridgway
43	" "	W S Pitcairn
8	" "	Tiffany & Co
5	" toys	Geo Borgfeldt & Co

LONDON

200	packages glassware	Brown Bros & Co
10	" "	A Baldwin & Co
2	" toys	T I Horsman Co
1	" "	F A O Schwarz

CHRISTIANIA

1	package toys	K Haaland

ROTTERDAM

24	packages earthenware	F Bing & Co
10	" giassware	S Bache & Co

IMPORTS AT PORT OF BOSTON.

LIVERPOOL

121	packages earthenware	Jones, McDuffee & Stratton Co
165	" "	Mitchell, Woodbury Co
25	" "	American Express Co
1	" "	Maddock & Miller
2	" "	Stone & Downer Co

Illuminating Devices.

Hanging, Stand and Portable Lamps; Lighting Glassware, Indirect and semi-indirect; Domes, Shades, etc.

THERE are novelties galore in the interesting exhibit of lamps made by T. W. Hamilton from the H. E. Rainaud Co. Nearly every one of the many designs displayed are different from what is usually seen. One, for instance, has a metal-mounted Japanese pottery vase in brilliant colors, with the pattern carried out in the metal and glass shade with which it is adorned. There are various other styles quite as unusual.

Wm. R. Noe & Sons have never had a more attractive display of lamps that at the present time, and too much praise cannot be bestowed upon the concern's designing department for the distinctive ideas it has brought out, which have taken so well with the trade that it is taxing the capacity of the factory to keep up with the demand for them. Besides an immense line of mahogany and metal portables, there are a variety of notably dainty designs in wood bases in dull white finish, with original hand-painted bird and floral patterns that are beautiful. One is fitted with a white silk shade with an all-over pattern of flowered branches with a parrot perched here and there among them. The base of this is in pure white with a single parrot perched on a branch on one side of the standard. Another shows a yellow chrysanthemum cluster design on the base, the shade of this being in a lighter yellow trimmed with gold.

The Basket Novelty Co.'s line of basketware has made such a hit with the trade that the business has grown 'way beyond their expectations, and they have found it necessary to lease another floor in addition to the one they already occupy at 73-75 West Houston street. This gives them the fifth and third lofts. The latter, which will be taken from January 1, will be utilized for the office, display room and shipping department, leaving the entire fifth floor for manufacturing. They contemplate a number of additions to their line, one being a complete line of lamps in a variety of unique designs and finishes, ranging from boudoir to floor sizes.

One of the latest items in "Luna" illuminating glassware at the salesroom of Chas. J. Dela Croix is a semi-indirect bowl in 14,- 16- and 18-inch sizes which is sure to prove a good seller. A clever adaptation of an Adam design is used to excellent advantage in an embossed panel style so executed that every detail is brought out, and under illumination it has the appearance of being etched. Besides plain white, it is shown in old ivory and delicate tints of pink and blue.

The Pittsburgh Lamp, Brass and Glass Co.'s candelabra lamps are very artistic. They are made for two lights, as illustrated, as well as for three



and four, in Empire design, with gold or oxidized silver finish. The shades are of shirred silk or glass, with an overlaid pattern to match the base. In the same style are single-light lamps, candlestick fashion, which make an ideal illuminant for the boudoir.

THE ATTITUDE NECESSARY FOR SUCCESS.

THERE are a thousand ways to fail, but most of them are summed up in this: A failure is a man who does the wrong thing without learning from it; the man who does the right thing, but quits before it is finished; the man who finishes, but does not get it right; and the man who does not do it at all.

Underlying all these is the same attitude of mind —a sort of uncertainty: a feeling of being a floundering fish in shallow, muddy water; a half-hearted disposition to let go whenever the pulling is hard and wait for a lift.

The attitude of success is:

First—An agreeable self-possession; a mental state that enables you to meet all classes of men on a level—knowing you can be neither persuaded nor bullied iuto changing your plans against your judgment.

Second—An open mind; a mind that will quickly take in the details of any problem presented and can look around it and under and over it, and come to a conclusion after—not before—full consideration.

Third—Resourcefulness. If your wagon breaks down on the road and you invent some way to mend it and get in with your load, you are a success. If you go off and sit on a rock and wait for a ride back to town, you are a failure.

Fourth—And this is the biggest of all: A success is a man who will not quit until he does what he sets out to do. He may not do it at the time he hoped—may not do it in the first or tenth way he tries; but if he starts to climb a mountain and finds the way impassable he goes off and finds some other way that is not impassable. He does not stick always on a project that he finds foolish. But whatever he starts he carries through in one form or another.

TESTS OF AMERICAN CLAY REFRACTORIES.

ONE of the most elaborate investigations dealing with tests of the finished clay refractories of this country ever undertaken has been started by the United States Bureau of Standards in co-operation with the American Refractories Manufacturers' Association and the American Gas Institute. It is purposed to make this work the basis of a system ef classification and specifications governing the several classes of fire-clay refractories.

The bureau also began preliminary work on another investigation dealing with a phase of the same industry, using a dolomite in certain metallurgical furnaces as a refractory. Usually the burned dolomite is placed directly in position in the furnace with tar or some other combustible material as a binder. Where the lining was of such a nature that it had to be made of brick, magnesite was used. The price of this however, has advanced to such a degree that the use of the material has become almost prohibitive. It has been suggested at various times that dolomite might be burned in such a manner, or with the addition of such impurities that the lime present in it would not slake, except after an extended period, making it possible to produce a brick of this material which would replace the magnesite brick. The bureau by its investigation will determine the possibility of producing such a burned dolomite.

The bureau during the month of October conducted many experiments dealing with clay products and glass. In the fire-brick investigation twenty-four sets of ten specimens each were prepared, corresponding to twenty-four brands of fire brick, and the results obtained were plotted. For porosity and density determinations, 144 specimens of fire brick were prepared, corresponding to twenty-four new brands.

In the silica-brick investigation the volume of expansion of 32 specimens of silica-brick was determined. In the investigation of the effect of calcine in fire-clay sbodie sixty specimens were fired, and work previously done was recalculated and checked. In the porcelain investigation two firings, a biscuit and a glost burn, were made.

In the glass investigation ten pots with and without lining were made up, and a run with three pots and another set charged for fusing. Four sets of clay-graphite mixtures were made up for graphite crucibles for the study of the carbon retention, due to the use of different clays. In the cement investigation 198 briquets, 24 two-inch cubes, 153 two-inch cylinders, and 72 six-inch cylinders were tested. Forty specimens of terra cotta were subjected to tests.

TO ELECT OFFICERS.

THE annual meeting of the Crockery Board of Trade will be held at the Hardware Club on January 10. The nominations for officers, which are almost equivalent to an election, are as follows:

For president, Geo. B. Jones; first vice-president, W. F. Dorflinger, second vice-president, Kennard L. Wedgwood; treasurer, C. A. Holbrook; secretary, L. S. Owen.

For members of Executive Committee—Lee Kohns, James Davison, Julius Rosenfeld, G. M. Smith, Harry O. Phillips and H. C. Kupper.

Arbitration Committee—Robt. Slimmon, L. D. Bloch and John J. Miller.

Membership—Wm. R. Noe, A. Gredelue, E. F. Anderson, E. J. Ridgway and J. H. Venon.

Trustees to serve three years—W. S. Pitcairn, John J. Miller, W. W. Magee and H. C. Kupper.

AROUND THE GLASS FACTORIES

Pittsburgh and Vicinity

The question that is giving manufacturers and buyers most concern just now is that of prices for the coming year. Under present conditions manufacturers are not in a position to guarantee anything. No one can tell what is likely to happen within a week from now, much less three months hence. Next in order of perplexity is the railroad situation, which has become really alarming. Not only are finished products held up, but the receipt of raw materials is now a serious problem. Emergency clauses are being inserted in all large contracts. Nothing is being taken for granted.

Every glass manufacturer in the United States who is interested in the export trade is said to be selling his merchandise on an equal basis with that to his domestic customer. No preferences are being extended anyone.

W. J. Dillon, for many years associated with the sales department of the United States Glass Co., and who recently resigned, has become associated with the Mortimer Glass Co.

Practically all of the Charleroi plant of the Macbeth-Evans Glass Co. is now using oil for fuel instead of gas, installation of the necessary equipment being completed a few days ago. The Imperial Glass Co., Bellaire, and the Rodefer Glass Co. have also installed oil-burning equipment. Glass manufacturers now realize that no dependence can be placed on gas during the winter season.

A demand exists for idle glass factories. Of late numerous inquiries have been made in this district for plants that can be easily placed in operation, the inquirers being those now engaged in business and who desire to extend the field of their operations. Other inquiries come from those who want to enter the business.

Among the dozen new applications received this week for membership in the Western Glass and Pottery Association are the names of Percy E. Frye, of the New York office of the Pittsburgh Lamp, Brass and Glass Co., and R. M. Peare, of its Chicago office. R. B. Voitle, of the Pittsburgh office, is also among the new members.

Irwin W. Steimer, with the Boston office of the United States Glass Co., has been spending the last ten days at headquarters here.

For the first time in its history, not a single new line of tableware will be shown by the United States Glass Co. next month. New features, however, are to be found in the "Floricut" line, consisting of comports, celery trays and pickles; and in their Nos. 107 and 109 lines of blown tumblers, stemware and vases are a wild rose pattern, a green clover-leaf design, and a butterfly creation, each possessing a burnished gold band effect. These lines are complete, and to be had in various assortments.

News of the death of George Beatty, of Columbus, was received with great sorrow by the glass trade here. Those who knew him intimately grieved much when they heard the news.

"No one can tell from one day to another when cars will be started," said a glass factory traffic manager this week. "Just when things seem rosy—bing! goes the embargo." The Baltimore and Ohio railroad refused all Western carload shipments out of this district last week, while the Pennsylvania railroad would accept freight for only "family" lines, or on its own system. Shipments over the New York Central are inactive because of the congestion.

The United States Stamping Co., Moundsville, W. Va., is drilling for gas on farm land near there.

Report has been received here that W. L. Gaston has retired from the sales department of the Cambridge Glass Co.

The employees of the Rodefer Glass Co. each re-

ceived a $5 gold piece as a Christmas gift from the concern.

AT CHICAGO.

STARTING the first of the year, plans are to be pushed for the formation of a lunch club among the manufacturers' agents. The club is to meet at regular intervals at one of the loop hotels or restaurants. A sufficient number have placed themselves on record in favor of the scheme to assure its success.

* *

John Ling, buyer of chin and glassware at Mandel Brothers, will leave soon after the first of the year on a trip to the Eastern potteries and glass factories.

* *

Mark Solon, representing the Mercer Pottery Co., Trenton, N. J., was in the city for several days last week.

* *

J. A. Jacobsen, representative of the Consolidated Lamp and Glass Co., has the sympathy of the trade in the death of his wife, which occurred last week.

* *

Earl W. Newton spent the holiday with relatives at Bowling Green, O.

* *

F. T. Renshaw, manager of the Chicago office of the United States Glass Co., has returned from a trip to Pittsburgh. B. H. Palmer, who travels out of the Chicago office, spent the holidays with home folks at Danville, Ill.

* *

C. E. Jackson, president of the Warwick China Co., spent a couple of days in the city last week.

* *

E. G. Minnemeyer, who travels for his brother, Walter G. Minnemeyer, representative of the Hocking Glass Co. and other lines, has returned from his final road trip of the year, but will leave again shortly after New Year's.

* *

Charles Patterson, buyer of china and glassware for Carson, Pirie, Scott & Co., is spending the holidays in New Orleans.

* *

Montgomery, Ward & Co., the big mail order merchandise house, gave every one of its 12,500 employes a turkey with all the "fixins" for Christmas.

* *

Harold Peterson, who travels in the South for the Mohawk Clay Products Co., is spending the holidays with relatives here.

* *

Lewis Simpson has returned from a trip to the Potters' Co-Operative Co. East Liverpool, O.

* *

The clerks at Wieboldt's, the big department store of the north side, were given extra pay for the holidays. Workers of six months or less received 50% of the weekly wage; for nine months or less, 75%; for a year, 100%; and for more than a year, 200%.

* *

William Huyer, who was formerly a buyer at Mandel Brothers, leaves soon to accept a responsible position in Springfield, Mass. Since leaving Mandel Brothers Mr. Huyer has been employed in one of the Wabash avenue china and art goods stores.

* *

H. E. Spencer, buyer of glassware for Libby, McNeil & Libby, the big stockyards packing house, was looking over the various displays of manufacturers' representatives last week.

A GOOD TIME IN PROSPECT.

THE following invitation has been sent to friends of members of the Western Glass and Pottery Association:

Dear Sir: The Western Glass and Pottery Association has this year abandoned its annual formal banquet, and instead will have what it is pleased to term its "Annual Gathering" on the evening of January 9th, to which you and your ladies are most cordially invited.

The Gathering will be held in the handsome ballroom of the William Penn Hotel, one of the most beautiful rooms in the country. Dinner will be served at 6:30 o'clock, and at 9 o'clock the dancing will begin, with Mr. Marion G. Bryce as Master of Ceremonies. There will be no speeches, but instead we have arranged for a fine musical program during the dinner and dance.

Tickets $3.50 per plate. Will you please send your reservations to Thos. Morris, Lock Box 505, Pittsburgh, Pa., before January 6th, as the William Penn management insists on knowing the number of our guests on that date.

Cordially yours,
ROBERT G. WEST, President.
THOS. W. MORRIS, Secretary.
WATSON W. LANG,
Chairman Gathering Committee.

BOSTON BUSINESS NOTES.

NEVER in the history of Boston did the department and other stores do so much holiday business as this year. Christmas buying began early and lasted up to the closing of the stores on Saturday night. There were times when one had to form in line on the sidewalk to get into some of the stores.

The will of Jerome Jones, president of the Jones, McDuffee & Stratton Co., leaves practically the entire estate to the four children: Theodore, Elizabeth Wait Sherman, Marcia Estabrook Taylor, and Helen Reed Whitney. There were two public bequests, of $1,000

each, one to the Boston Young Men's Christian Union, and the other to the Free Hospital for Women in Brookline. Alice Baker, Mary Dolan, Matilda Brand and John O'Brien, "faithful servants," were remembered with gifts of $100 each. The will was drawn on April 3, this year, and names Mr. Jones's son, Theodore, his son-in-law, John B. Taylor, and the Boston Safe Deposit and Trust Co., as executors.

At a luncheon at Hotel Somerset, Miss Marguerite Blake, daughter of William S. Blake, head of the Somerville Glass Works, announced her engagement to Stead W. Rodgers, son of the late Captain Rodgers, of Birmingham, England. The wedding will probably take place next spring.

E. F. Henry, Rhode Island representative of the H. P. & H. F. Hunt Co., was in town this week getting a line on the company's new goods.

Miss Nellie Mulvany, employed in the sample rooms of George A. Granville, Paul M. Phillips and Arthur Otis, has returned from a Christmas trip to her relatives in Bangor, Me.

Charles M. Acher, representing the Roseville Pottery, is showing his samples at Young's Hotel.

Paul M. Phillips has returned from Zanesville, O., where he has been visiting the factory and spending the Christmas season with his family.

George K. Marshall has been entertaining Carl Boynton, one of Porteous, Mitchell & Braun's department heads from Portland.

A JOLLY AFFAIR.

ON Saturday evening, December 16th, the officers of the Macbeth-Evans Glass Co. gave a banquet at the Fort Pitt Hotel, Pittsburgh, to the operating officials of their various plants and also to the department heads and their assistants from the general office.

In response to a toast, Thos. Evans, president of the company, reviewed the activities of the concern during the past year and expressed the appreciation of the executives for the loyal support of the employees. Several extemporaneous addresses were made by other officials.

A number of presents reminding the recipients of certain outstanding events in their lives were given to various members of the organization. The committee in charge of the affair worked up a number of unique stunts for the amusement of those present, among which was the wiring of the table. When one of the diners became too deeply engrossed in the nourishment of the inner man his pleasant occupation was interrupted by the tingling sensation of an electric current. Cigars that acted like skyrockets, tumblers which permitted the water to trickle down shirt fronts, matches that would not light and others that only flickered and went out, together with all manner of other disquieting sensations, combined to make up a lively and enjoyable affair. The music was furnished by a quartette. After the banquet the party adjourned to the Davis Theatre.

AT PITTSBURGH.

THE American Import Co., of San Francisco, is showing a line of Oriental art goods in suite 842-3-4 at the Ft. Pitt Hotel, in charge of Curtis F. Levens. While a number of commercial lines are displayed, the features of the exhibit are the items possessing historical value, many pieces of pottery and bronze being several hundred years old. The value of the exhibit is placed at close to $20,000. Mr. Levens will remain until February 1.

* *

The Conestoga Building, in which the headquarters of the Glass Association are located, has been sold, and the officials do not know whether they will have to vacate or whether a new lease can be executed.

* *

Leon Moses, general manager and buyer for the china, glass and toy departments of the Kaufmann & Baer department store here, has resigned, effective February 1. He will be succeeded by Jacob Kohnfelder, now buyer and manager of the housefurnishing goods department. "I'll rest about a month before considering any new proposition," said Mr. Moses this week.

LIVERPOOL EXPORTS.

From David Inglis & Co.'s Circular

TO	Shipments week end'g Dec. 2, '16	Corresponding period 1915	Exports Jan. 1st to Dec. 2, '16	Corresponding period 1915
Boston . . .	....	31	4288	4062
New York . .	98	131	12111	9136
Baltimore	....	....	3252	6214
Philadelphia. . .	....	10	695	2157
New Orleans .	. ..	12	183	756
Newport News.	....	....	34	72
San Francisco.	10	....	1265	1533
Portland, Me..	....	....	494	1094
Galveston. ...	....	....	....	10
Portland, Ore..	2	....	28	159
Inland Points..	....	....	127	459
Total..	110	184	22477	25652

FOUNDED IN 1874.

Crockery and Glass Journal,

Representing the interests of the Crockery, China, Pottery, Lamp, Glassware, Toy, Bric-a-Brac, Fancy Goods and allied trades,

Published Every Thursday,
BY
WHITTEMORE & JAQUES, Inc.,
92 West Broadway, New York.

EDITORIAL ROOMS: TEL. 5092 BARCLAY.
MECHANICAL DEPT: TEL. 5086 BARCLAY.

SUBSCRIPTION RATES, INVARIABLY IN ADVANCE:

United States	$2 00
Canada	3.00
All other foreign countries in the postal union	4.50
Single copies	.10

In remitting subscriptions please send Postal Money Order.

Make all checks and drafts payable to Whittemore & Jaques, Inc. Out-of-town checks should bear the words "With New York Exchange."

Papers will be sent until a specific order to stop is received, which order to be valid must be accompanied by a remittance sufficient to cover any arrearage.

SPECIAL NOTICE.

Advertisers desiring to change the form of their advertisements should have new copy in this office not later than Saturday of the week preceding the date of issue.

ENTERED AT NEW YORK POST OFFICE AS SECOND-CLASS MATTER.

NEW YORK, DEC. 28, 1916.

WE have the assurance of a well-known traveling man that there are a few benighted merchandise men who are complaining about the prices on dinnerware which their buyers bought last January. Since then there have been many advances, and they ought to consider themselves lucky. Wonder what they will say about prices this January? He states that in one city there were six department stores which would not buy French china last spring because of high prices, telling their customers that because of the war no French china was coming over. Wonder how they feel when they see their trade going to some other store and getting the goods?

FRIENDLINESS IN BUSINESS.

TIME was when rival retail houses had no intercourse with each other. It was war to the end. Rivalry has not ceased yet. There is espionage on each other, professional shoppers being employed to visit competing establishments to learn goods and prices. Buyers also a few years ago scarcely knew one another; and as for conferences on selling prices, such a thing was not dreamed of.

Gradually this animosity began to wane. Little by little social relations were established. Then came a time when a buyer would talk a little "shop" with his neighbor. Now he has learned that a fellow buyer can not only be a good fellow outside of business, but just as good a fellow in business. And so among the crockery and glass buyers there is a goodfellowship that is working to mutual advantage.

While calling on a department store buyer recently the writer was shown a nice lot of ware that had just been opened. The buyer said that when he bought he was told that two of his competitors had also ordered the same kind of goods. He hesitated before closing the deal, fearing that with three houses carrying the same stock there would be price-cutting, and no one would make any money. When the goods were displayed, however, they looked good to him, and he thought it would be a pity to slaughter them. So he called up first one competitor and then the other and told them what he had marked them at, and requested that they tell him what they proposed to get for them. There were little differences between the three, but in a few minutes a price was fixed which all agreed to maintain. All have since then closed out the lines at the agreed price, and all made money.

So successful was the result of this little friendliness that they propose to keep it up, and when possible work in harmony. It has been further agreed that if after having established a selling price on certain goods it is found too high, any one of them will notify the others that he intends to lower the figure, in order that they may do the same if they choose.

Many buyers refuse to purchase lines when they learn that others in their town or street have them, and thereby lose the sale of quick-selling, profit-making goods. If they would get together, as these three men did, in a friendly spirit, they could each handle a moderate amount and make money.

PERSONAL.

AFTER spending several weeks at the factory at Meriden, Conn., consulting with the heads of the concern regarding new patterns, etc., A. R. von Colson, Southern traveler for the J. D. Bergen Co., arrived at the New York office the day before Christmas, and after packing several trunks of samples sailed on Wednesday for New Orleans, his first stop on a long trip through his territory.

Paul M. Phillips, the popular factory representative at Boston, passed through New York on Tuesday, stopping off only long enough to have a brief chat with a few of his many friends, on his way home from a two weeks' visit to the S. A. Weller pottery, Zanesville, O.

E. M. Benson, who travels out of Boston through the New England States for the Pittsburgh Lamp, Brass & Glass Co., arrived in New York last Friday to spend Christmas and New Year's at his home in Brooklyn. P. E. Frye was another of the sales staff to arrive

the latter part of last week to spend the holidays at his home here.

Alexander Fraser, familiarly known as "Sandy," was in town last week calling on Frederick Skelton and other acquaintances in the city. Mr. Fraser will be at the Fort Pitt Hotel with the Beaver Valley Glass Co.'s line in January, before starting on a trip through his territory in the West.

E. R. Thieler, who returned last Thursday after spending three months in Germany, exhibits a menu from one of the restaurants he visited which not only shows a great variety of food to be had, but very reasonable prices as well.

Chas. P. Schuller, of the Chas. P. Schuller Cut Glass and Lamp Co., expects to leave next Tuesday night for Pittsburgh, where he will have an exhibit at the Fort Pitt Hotel for two weeks. He intends to open up at the Parker House, Boston, January 22.

A. H. Hays returned last Thursday from a visit to the Crooksville China Co. and the New Martinsville Glass Mfg. Co.

Chas. F. Patten, traveler for Koscherak Bros., leaves next Tuesday for New England, where he will spend two or three weeks and then return here before leaving for the West.

Harry Pickhardt, who has been with the Phoenix Glass Co. at the New York office, has bought out L. D. Hatton at 98 Park Place. Mr. Pickhardt will represent the John Dunlap line of enameled reflectors and will add lines of glass.

J. E. Austin, who travels West for the Handel Co., is enjoying a little vacation in New York during the holidays, making his headquarters with Charles Konzelman.

Charles Kraft, manager of the New York office of the Pittsburgh Lamp, Brass and Glass Co., left on Wednesday for a visit to the factory.

F. O. Shattuck, who travels New England for Geo. F. Bassett & Co., is in this city preparing for his trip early next year.

Frank Van Roden and his son, Clarence C. (who, his father says, is his right-hand man), of Wright, Tyndale & Van Roden, Philadelphia, were in town on Wednesday. Mr. Van Roden says that 1916 has been the biggest year in the history of the firm. This is largely due to the fact that he prepared for it and was able to supply the wants of his trade.

Albert Priestly, of the Camden City Cut Glass Co., visited the concern's New York representative, A. P. Doctor, on Tuesday, and left the same night for Boston to confer with Harry Hollis, the company's agent in that city.

The funeral of Ella Creveling, sister of Warne S. Creveling, the well-known crockery salesman, took place in Jersey City December 23.

Howard C. Jenkins, of the D. C. Jenkins Glass Co., Kokomo, Ind., was in New York last week conferring with Thos. G. Jones, New York representative.

H. S. MacKensie, with the Hunt Cut Glass Co., will leave New Year's night for the road, making Philadelphia his first point.

Robert B. Voitle, a member of the office staff of the Pittsburgh Lamp, Brass and Glass Co., has showed such aptitude for selling that the concern has assigned him territory in the West and South.

Sam P. Arnold, with Mogi, Momonoi & Co., who was operated upon on Wednesday at the Hempstead (L. I.) Hospital for hernia, is doing very nicely, his condition giving every indication of a speedy recovery.

Other buyers in town were S. A. Beck, for M. Seller & Co., Portland, Ore.; A. A. Hall. for Hutzler Bros. Co., Baltimore; F. A. Smith, for Gilchrist, Co., Boston; W. Moreland, for E. Malley Co., New Haven.

THEY GLADDEN THE EDITOR'S HEART.

NEVER in the history of the CROCKERY AND GLASS JOURNAL have so many Christmas greetings come to our office. So numerous are they that we must beg the privilege of extending our thanks through the columns of the paper, as it would be simply impossible to reply iudividually.

From Nick Muessig comes a box of "smokes" done up in true Christmas style. Every puff will bring Nick and Pittsburgh to mind.

We acknowledge with thanks the receipt of a fountain-pen stand and non-slip paper weight from Edward B. Dickinson. They are made in china with a fine black glaze, decorated with coin gold lines. Both are

handsome and very useful. The non-slip feature of the weight is particularly good. They are welcome additions to our desk furniture.

Listen to this:

December 26, 1916.

Received the holiday edition of your journal, and it is with pleasure that I say this is the best Christmas number, in my estimation, that I have ever seen. The illustrations are fine, and the general tone of the publication is one of which you may be extremely proud. It gave me personally much pleasure in going through the many pages, and the thought struck me that you will have to go some to duplicate next year what you have just accomplished so successfully.

I get a good many different trade papers—furniture, automobile, and others—but I have never yet come in contact with one that can compare with your endeavor of this year.

CHAS. P. COX, JR.

And this:

December 23, 1916.

We are just in receipt of the holiday number of the CROCKERY JOURNAL, and to say that we were delighted with it would be putting it mildly. As far back as we can remember it is the most wonderful issue you have ever brought out, and truly a work of art. We want to congratulate you, and trust that you will live to edit the publication for many, many years.

HENRY SAUL.

OBITUARY.

GEORGE BEATTY, of the Federal Glass Co., Columbus, O., died on the morning of December 22, after an illness of several months, aged sixty-two. He was a brother of Robert J. Beatty, who died last year, and succeeded the latter as head of the company. The two boys entered the business as successors to their father, Alex. J. Beatty, in the Beatty Glass Works, Steubenville. They later sold out to the United States Glass Co. and moved to Tiffin, where they conducted a large plant for ten years. They then left Tiffin, Robert going with the Atlas Glass Works at Washington, Pa., and George to Indiana, where he built and managed a factory for several years. Later the two brothers formed the Federal Glass Co., which has been successfully managed through the passing years and now passes into the control of James M. Beatty, son of Robert J., and the sole heir, his uncle having remained unmarried.

George Beatty was a quiet, unassuming man, but of remarkable ability. He had a natural poise and dignity that commanded respect, and a lovable disposition that endeared him to all who knew him intimately.

L. D. Hatton, an old-timer in the lamp trade, died in St. Mary's Hospital, Brooklyn, December 23. Had he lived until the 29th of this month he would have been seventy-five years old. Mr. Hatton first became prominent when he formed a partnership with H. G. McFaddin, some thirty-five years ago, under the title of McFaddin & Hatton. The connection did not last long, each going his own way. Mr. Hatton became a commission man and manufacturers' agent. He represented many firms and factories during these years, his last principal account being the Haskins Glass Co. With it he had the Dunlap steel enameled reflectors. The Haskins Co. failed some months ago, and last week, only a few days before his death, he sold his business to Harry Pickhardt.

James Carr, brother of Thomas Carr, of the Carr China Co., Grafton, W. Va., is dead at East Liverpool.

Patrick H. Geohegan, pottery salesman, died in Chicago December 23, aged forty-seven. He started his business career with Pitkin & Brooks when a boy. In 1904 he took a position with Geo. Borgfeldt & Co., and a year later left to go with Geo. F. Bassett & Co. Six or seven years ago he became associated with Lazarus & Rosenfeld, for whom he was traveling at the time of his death.

James J. Hanning, formerly a buyer of china and glass, and later associated with H. P. & H. F. Hunt, Boston, died suddenly December 19. He was in apparent good health, and left his home in Medford, Mass., as usual, when he was taken ill at the Sullivan Square station of the elevated road in Charlestown. The police took him to the station house and locked him up, instead of sending for a doctor. A few hours later he was found dead. Naturally, his family was much incensed. Mr. Hanning was buyer at one time for Houghton & Dutton, having previously been with the Jordan-Marsh Co. He was popular in the trade, and the circumstances of his death will add to the sorrow of his departure.

Gazo Foudji, chief designer and decorator for the Jefferson Glass Co., Follansbee, W. Va., died suddenly of heart failure at his home in New York on Saturday afternoon last. He had left the Follansbee works on the previous day in the best of health and came to this city to spend the holidays with his family. Mr. Foudji was a Japanese of high caste, and probably one of the most eminent designers and decorators in commercial life. He had studied abroad and was a Fellow of the Beaux Arts. For many years he was engaged with the Tiffany Studios; was afterwards with Duffner & Kimberly, and designed many of the remarkable mosaics installed in the libraries, churches and great buildings of the East. He had been exclusively employed by the Jefferson Glass Co. for a number of years.

OF course you could make the world much better if you had the job. But think of how many things you'd have to explain before you finished!

WHAT THE POTTERIES ARE DOING

East Liverpool and Vicinity

When buyers for department stores and jobbing house representatives come into this market next week to place orders for the spring season they will be confronted with conditions which have obtained here for several months. It will not be a question of selecting merchandise to their own liking so much as it will be what they can secure from the manufacturers. Several of the largest wholesale houses in the country have told manufacturers here to load cars with whatever they have. Anything in white will be gladly accepted, and in certain instances the same is said about decorated lines. "Ship us whatever you can" is the dominant tone of many letters. Price is not taken into consideration very much these days. The cry of the entire trade is for merchandise.

* *

"We are now shipping goods that were ordered last July," said a manufacturer this week. "It seems impossible to reduce order files, for additions are made every mail."

* *

More or less trouble is being experienced by pottery manufacturers in securing sufficient stocks of decals from the local supply houses. Exclusively controlled patterns are late in arriving, and many orders are being held up until the supply houses can replenish their stocks.

* *

Charles H. Coburn, purchasing agent and auditor for the Knowles, Taylor & Knowles Pottery Co., has resigned and will leave here about January 10 to go with the George H. Bowman Co., of Clevelend, as auditor and assistant treasurer.

* *

F. M. Albright and his family have gone to Florida, where they may make their future home.

* *

Herbert K. Connors has returned after spending a week at the offices of the Crooksville China Co. At the same time Abe Hays, representing the Crooksville concern in New York, and Edward Boring, of the Chicago office, were at the home office. The trio were going over the lines for the coming year. This pottery will present seven new dinner patterns for the coming season.

* *

J. T. Smith, one of the original incorporators of the Smith-Phillips China Co., but who has been inactive in the management of the business for several years, will assume general control of the business January 1. Thomas B. Anderson, who has been general superintendent of the manufacturing department during the past year, retires, his contract expiring with the close of the year.

* *

At an early date the Thompson Pottery Co. will place a new fancy dinner shape on the market for delivery about April 1. It has been named the "Francis," and will succeed the "Eureka." There will be ninety-three items in the new shape. The "Eureka" had less than fifty. A number of exclusively-controlled decorations will be used on the shape, which, because of its character, will afford a wide range for designs.

* *

Edward A. Crawford, of Canastota, N. Y., a former well-known pottery salesman of this city, has been spending a few days here mingling with former friends. He is now operating a large farm in New York State.

* *

William C. Burford, who retires on Saturday as general manager of the United States Pottery Co., Wellsville, O., will go with the George H. Bowman Co., Cleveland, as sales manager, early in January. His successor will not be selected until the annual meeting of the pottery company, which is scheduled for the second week in January.

* *

The shortage of flat ware continues. It is impossible to secure sufficient stocks of teas in warehouses to fill orders. Plates of all sizes are also short.

* *

Lester Bowman, for some time factory superintendent of the Potters' Co-Operative Co., here, has resigned to take a similar position with the Summit China Co., Akron, O. He succeeds his brother, Charles

Bowman, who has gone with the Carrollton Pottery Co. The vacancy at the local plant has not yet been filled.

* *

When Morris Bergman, a New York wholesaler, was in the district a few days ago he announced his purchase of a six-story building at 82 Bowery, that city, upon which he said he would spend $30,000 in improvements.

* *

The former plant of the William Brunt Pottery Co. here was sold at sheriff's sale a few days ago for $4,900 to the American Paper Products Co. The property will be remodeled and converted into a mammoth envelope and printing establishment. The pottery has not been in operation for many years

* *

A number of New York dealers who have been hounding this market for "thirds" in recent years have started to buy regular compositions of dinnerware, paying the prevailing market price. One of them placed an order here a few days ago for several hundred dinner sets on a scale of $8 to the £, plus 20 per cent.

* *

As has been its custom for some years, the Homer Laughlin China Co. is sending the trade a neat vest-pocket celluloid calendar for 1917.

* *

Quite a number of reservations have been received at the Elks Club from buyers who plan to visit the market in January. "Courtesy cards" have been forwarded, so that the visitors will be made to feel at home. Possessing newly furnished rooms, shower-baths and a good menu, the club will prove a boon to many buyers this year.

* *

The demand for jugs, both open and covered, is the heaviest the trade ever experienced.

* *

The Smith-Phillips China Co. plan the erection of additional kilns early in the spring, and will increase capital stock from $100,000 to $150,000.

* *

R. R. Blair, formerly with the Steubenville Pottery Co., and more recently in charge of the Chicago office of the Canonsburg Pottery Co., has become associated with the Meyercord Decal Co., which will open a branch office here in the Dollar Savings Bank Building. Mr. Blair will be assistant to P. H. Cullis, who has represented the concern in this territory for many years.

DON'T BLAME THE MANUFACTURERS.

THE shortage of gas in the Western manufacturing districts is playing havoc with the industry. Many potteries and glass plants are entirely closed down, and others have only enough gas to keep the furnaces warm. Thousands of workmen are thereby thrown out of employment at a time when they are most needed. On top of this there is a freight embargo, the railroads refusing all carload shipments. Buyers will have to possess their souls in patience, and blame the weather man and the transportation companies rather than the manufacturers.

A. GREDELUE.



Glassware.
Toilet Ware.
Light and Deep Rock Crystal.
Fancy Goods.
Electroliers.

The Well-Known Trade Mark:

Baccarat Glassware

FACTORIES AT
Baccarat, Rambervillers, Bertrichamps.

129 Fifth Avenue, New York City.



JONES, McDUFFEE & STRATTON CO.,



JAPANESE DINNER WARE STOCK PATTERNS.

The ROUEN PATTERN—English colored sprigs and pale blue band between two gold lines.

The SEDAN PATTERN—Ivory band with wild roses between two gold lines on rim.

The SICILY PATTERN—Blue underglaze grapes border between two blue lines.

The FLAMENGO PATTERN—Large flowers, border pink and green leaves and flower centre.

The PAGODA PATTERN—Border in red and yellow Pagodas, Boats, Bridges, etc.; gold edge and gold shoulder line.

The METZ PATTERN—Roses and ribbon transfer border between two gold lines.

Our facilities for readily matching stock patterns will be appreciated when we state the fact that we have 10,000 bins of stock in our main store and storehouse at South Boston.

Stock patterns which cannot be matched readily cause more annoyance than profit.

The above patterns will be on show during the first two weeks in January at the Fort Pitt Hotel, Pittsburgh, Room 642, shown by our Mr. James P. Gordon.

JONES, McDUFFEE & STRATTON CO.,

China, Glass and Lamp Wholesalers,

33 FRANKLIN STREET, BOSTON.

"We Have Broken Through"

and are compelled to take larger rooms at the Fort Pitt Hotel, Pittsburgh, Pa., for our January Exhibit. You will find us in Rooms 441, 442 and 443.

WE CAN'T MAKE ALL OF IT, SO WE MAKE THE BEST OF IT,

and will show three distinct new lines in shapes and colorings. We have the goods, and we can prove it. Come in and be convinced.

WESTMORELAND SPECIALTY CO., Grapeville, Pa.

Mr. R. B. Reineck at Fort Pitt Hotel in January.

New York Office, Horace C. Gray Co., 202 Fifth Avenue Bldg.
Philadelphia Office, Peacock & Roop, 1007 Filbert St.
Boston Office, H. P. & H. F. Hunt, 41 Pearl St.
Indianapolis Office, Harper J. Ransburg Co., 212 State Life Bldg.
Baltimore Office, L. S. Fiteman, 307 Rollins Bldg.
San Francisco Office, Himmelstern Bros., 718 Mission St.
Salt Lake City Office, Maus-Stewart Co., 246 S. Main St.
Chicago Office, Frank B. Tinker, 806 Heyworth Bldg.

BUSINESS BRIEFS.

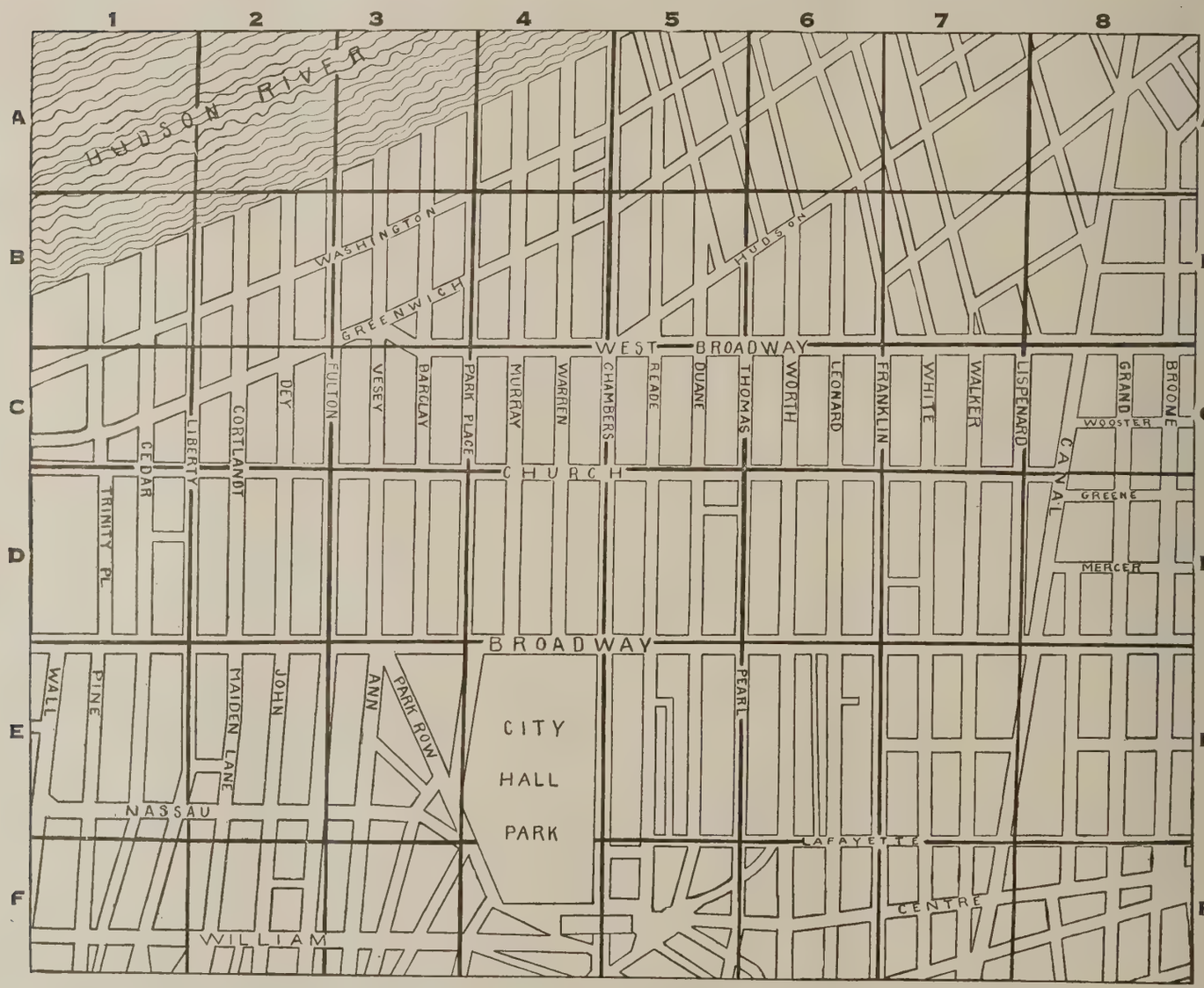
The J. P. Allen Department Store, Atlanta, Ga., suffered a loss of $200,000 by fire on December 20. Partially covered by insurance.

At a meeting of creditors of the Talking Toys Corporation, 243 West Seventeenth street, held Dec. 22, Alfred C. Coxe, Jr., was elected trustee.

Four firemen were injured and damage estimated at $240,000 was caused by a fire which started in J. N. Euwer's Sons' department store, New Castle, Pa., Dec. 21, and which for a time threatened the destruction of the business section of the city.

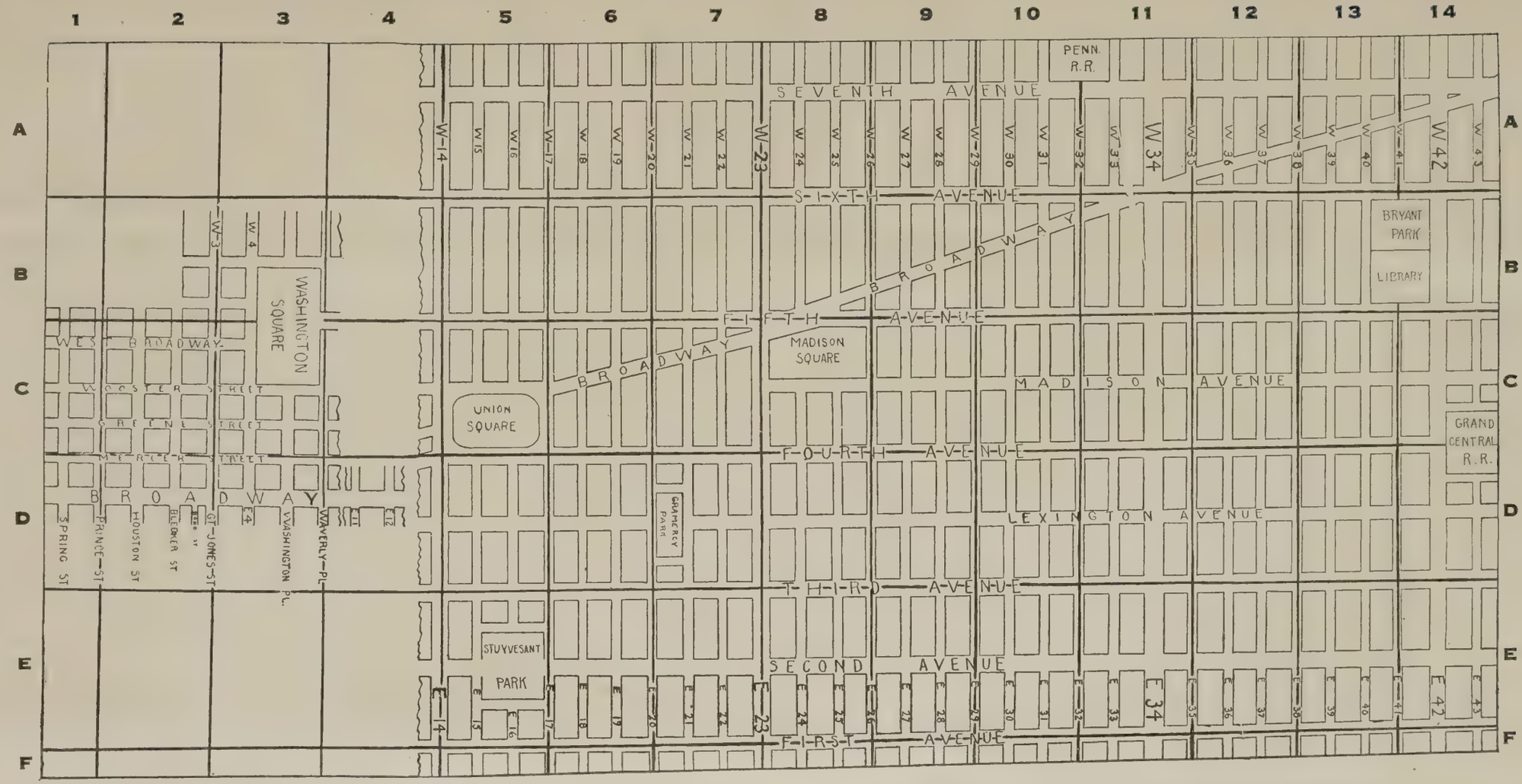
Being unable with their present facilities to take care of the demand for their goods, the National Pottery Co., which recently established a small plant in Newark, N. J., for the manufacture of cereal sets, have concluded negotiations for the erection of another and larger plant at Belleville, N. J.

Locations of Firms in the Downtown District.



Bassett, G. F., & Co., 72-74 Park Place.... C 4
Benedikt, H., 71-73 Murray St..... B 4
Bernardaud, L., & Co., 46 Murray St..... C 4
Cambridge Glass Co., 92 W. B'way..... B 4
Davison, John, 14 Barclay Street..... D 3
Dorflinger, C., & Sons, 36 Murray St..... C 4
Duncan & Miller Glass Co., 92 W. B'way. B 4
Drakenfeld, B. F. & Co., 50 Murray St.. C 4
Fostoria Glass Co., 66 W. B'way..... B 4
Friedlaender, Oscar O., 40 Murray St..... C 4
Goetz, O., 43 Murray St..... C 4
Honesdale Decorating Co., 36 Murray St. C 4
Hines, J. J., 25 West Broadway..... B 4
Kupper, Herman C., 52 Murray St..... C 4
Lancaster Glass Co., 71 Murray St..... B 4
Maddock & Miller, 54 Murray St..... C 4
Miller, Edward, & Co., 68-70 Park Place.. C 3
Potomac Glass Co., 66 W. B'way..... B 4
Redon, M., 25 W. B'way..... C
Roessler & Hasslacher, 100 William St... E 2
Straus, L., & Sons, 42-46 Warren St..... C 4
Tarentum Glass Co., 25 W. B'way..... C 3
Tharaud, Justin, 25 W. B'way..... 3
Vogt & Dose, 65 Barclay St..... C 3
Williamsburgh Flint Glass Co., 96 Park Pl. B 3

Locations of Firms in the Uptown District.



Bing, F., & Co.'s Successors, 67 Irving Pl..D-6
Bloch, L. D., & Co., 153 Fifth ave.....C-7
Boote, E., 35 W 23d.....B-8
Bradley & Hubbard Mfg. Co., 200 Fifth ave.B-8
Bryce Brothers Co., 240 Fifth ave.....B-9
Brush-McCoy Pottery Co., 1140-1146 B'way B 9
Bergen, J. D., & Co., 239 Fifth ave.....C-9
Brech, Albert J., 31 Union Square.....C-5

Colonial Co., 145 W 18th.....A-6
Cox & Lafferty, 1140-1146 Broadway.....B 9

Dela Croix, C. J., 19 Madison ave.....C-8
Dolkmann Commercial Co., 85 Fifth ave...C-6

Fry, H. C., Glass Co., 200 Fifth ave.....B-8
Fondeville & Van Iderstine, 85 Fifth ave...C-5

Gillinder & Sons, 19 Madison ave.....C-8
Gray, Horace C., Co., 200 Fifth ave.....B-8
Gredelue, A., 129-131 Fifth ave.....B-7
Guerin, Wm., & Co., 43-47 W 23d.....B-8
Guernseyware, 16 W 23d.....B-7

Haviland & Co., 11 E 36th.....C-12
Haviland, Theodore, & Co., 200 Fifth ave..B-8
Haviland & Abbot Co., 95 Madison ave.....C-9

Imperial Art Glass and Lamp Works, 205 W 19th.....A-6

Koscherak Bros., 129-131 Fifth Ave.....C 6

Manhattan Brass Co., 332 E 28th.....F-9
Mogi, Momonoi & Co., 105 E 16th.....D-5
Morimura Bros., 546 Broadway.....D-1

Noe, Wm. R., & Sons, 53-55 W 21st.....B 7

Pairpoint Corporation, 43-47 W 23d.....B-8
Phoenix Glass Co., 230 Fifth ave.....B-9
Plume & Atwood Mfg. Co., 30 E 42d.....C-14
Pitcairn, W. S., 104 Fifth ave.....B-5
Pittsburgh Lamp, Brass and Glass Co., 35-37 W 23d.....B-8

Roseville Pottery, 621 Fifth ave.....

Straub, Paul A., & Co., 105-107 Fifth ave...C-5

Tajimi Co., 597 Broadway.....D-2
Torlotting, E., 35 W 23d.....B-8
Takito, Ogawa & Co., 101 Fifth Ave.....C 6

United States Glass Co., 24th St. & B'way. B-8

Venon, J. H., Inc., 104 Fifth ave.....B-5
Van Gleckland Co., Inc., 110 W 40th.....A-13

Wedgwood, K. L., 133 Fifth ave.....C-6
Waldo Co., 45 East 20th St.....D-7

POINTERS FOR BUYERS.

FAST-SELLING CUT GLASS.

The buyer in quest of good things in cut glass will find a trip to the factory and showroom of the Kiefer Bros. Cut Glass Co., 4-6 Ralph avenue, Brooklyn, decidedly worth while. The "Almat" "Clair" and "Bemis" are a fast-selling trio of designs very popular with the trade, and there are a number of new cuttings on the 1917 line now ready which cannot help meeting with like approval. The concern uses nothing but the finest quality blanks, while former prices are still maintained.

DISTINCTIVE DINNERWARE.

A display of dinnerware that holds more than the usual amount of interest for the buyer looking for out-of-the-ordinary decorative effects is the array of distinctive patterns in the 1917 import line of L. Bernardaud & Co. There is not the slightest indication here that conditions in Europe are abnormal. Any taste may be suited in the long list of designs shown.

NEW DINNERWARE.

Visitors at the showroom of H. Benedikt will find an interesting array of dinnerware designs on a new shape just gotten out by the Canonsburg Pottery Co., known as the "Belmar." It is well-proportioned, and the quality and finish of the ware leave nothing to be desired. Among the most effective patterns are a black dotted band with forget-me-nots and pink roses, and a new arrangement of a key border in black with gold.

"PA, what does it mean when it says that a man has arrived at years of discretion?"

"It means, my son, that he's too young to die and too old to have any fun."

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Haviland China

is stamped

Haviland
France
on white china

Haviland & Co
Limoges
on decorated china

We respectfully remind dealers that the china stamped "Haviland" or "Haviland & Co." is the only china known since 1840 as Haviland China and that any other ware with the name Haviland in its stamp cannot be lawfully sold as Haviland China, or without the mention of the name in full with which it is stamped.

Any infringement upon our exclusive right to the denomination of "Haviland China" for our ware would oblige us to sue the offender for damages.

Haviland & Co.
11 East 36th St., New York

ANOTHER TRADE MARKET.

HOLLAND now aspires to a World's Fair Market, on the order of the Leipzig Fair, and the first exhibition will be held in the city of Utrecht, beginning February 26th and lasting until March 10, 1917. It will be exclusively national, only the products and manufactures of Holland and her overseas possessions being shown. Special arrangements for hotel accommodations may be made through W. A. P. van Lier, Drift 17, Utrecht, Holland.

SPECIAL NOTICES.

The cost of advertisements under this heading is $1 for the first and fifty cents for each following insertion for each half inch of space (35 words). PAYABLE IN ADVANCE.

Special Notice.

THE CROCKERY BOARD OF TRADE OF NEW YORK,
NEW YORK CITY, December 20, 1916.

Notice is hereby given that the annual meeting of the stockholders of The Crockery Board of Trade of New York for the election of four trustees for the ensuing three years, and for the election of officers for the ensuing year, will, in accordance with the by-laws of the corporation, be held at the Hardware Club, New York City, on Wednesday, January 10, 1917, at 12:30 o'clock, p.m.

By order of the Trustees,
L. S. OWEN, Secretary.

HELP WANTED.

SALESMAN WANTED—To travel for a large brass manufacturing plant making a general line of brass goods and brass specialties. Address, stating age, experience, territory previously covered, salary expected, and any other desirable information, A 111, this office.

FOR SALE.

SIX-KILN pottery on Pennsylvania Railroad in Central Ohio. Labor conditions best in the State. Natural gas. Cheap coal. Good water supply. One night to New York; one night to Chicago. Plant is brick, one- and two-story, completely equipped with machinery, elevator, pumps, engine, etc. Well adapted for making any kind of pottery, china, porcelain, or insulators. Excellent reason for selling. A bargain if bought quick Address OHIO, this office.

LARGE FOUR-STORY STORE TO LET.

LARGE four-story store, 30 x 130 feet; double cellars; 335-337 River street, Troy, N. Y. In center of business district. Address G. R. GREEN, 97 Fourth Street, Troy, N. Y.

BUSINESS OPPORTUNITIES.

EXPERIENCED cut glass and china salesman, twenty years' experience, open for a popular-priced line for the coming year. Large established trade throughout the West, Middle West and South. Address A 107, this office.

CHICAGO SALES AGENCY—Wish to connect and represent factory making medium-grade rich cut glass; also factory making stone engraved blown glassware lines. Having over thirty years' experience in selling above lines to department stores, jewelers and mail-order houses throughout the Middle West. Will arrange with good, responsible factories only; also only on special terms as to salary or commission. Will maintain a Chicago salesroom and travel some from Chicago in Wisconsin, Michigan, Iowa and Illinois. Address A 108, this office.

FOR SALE OR LEASE.

GLASS SAND PROPERTY FOR SALE OR LEASE.—Extensive deposit of first-class glass sand on trunk line railroad. Thoroughly opened up. Character and position of material unexcelled for economic working. Ample water supply. Electric power readily accessible. B. S. RANDOLPH, Hancock, Maryland.

Jones, McDuffee & Stratton Co

25 to 39 Franklin, cor. Hawley St., BOSTON, MASS.,

Offer the following STOCK PATTERNS of Decorated Ware, which, being carried in abundant lines, both open and in original packages, can be supplied promptly, and at lowest market values:

The ROUEN,	Nippon China
The SEDAN,	"
The GOLDENA,	"
The SICILY,	"
The FLAMENGO,	"
The PAGODA,	"
The METZ,	"
The CARPATHIA,	"
The MONTEREY,	Ridgways
The Flow Blue MEISSEN, Onion pattern,	"
The Old Blue WILLOW,	"
The ORLOFF,	"
The MELBA,	"
The BRIDAL WREATH, Hotel,	"
The GENEVA, Hotel,	"
The DUSSELDORF,	"
The Green Illuminated FLORENTINE,	Johnson Bros.
The REGENT,	" "
The SANTOS. White and Gold,	" "
The HEVELLA,	" "
The BARODA,	" "
The CASPIAN	" "
The PONTRACINA	" "
The VALENCIA LACE, Hotel,	" "
The LAREDO,	" "
The GLENCOE,	" "
The OAKWORTH,	" "
The TRIESTE,	" "
The WINDERMERE,	Alfred Meakin, Ltd
The HANSA,	"
The SENATE,	"
The BLEU DE ROI,	"
The IVANHOE,	"
The MARENGO	W. H. Grindley & Co.
The BALKANS,	" "
The ALGERIA,	" "
The SANTANGEL,	" "
The MINDEN,	" "
The CAIRO,	" "
The Old BLUE CANTON China,	Hong Kong.
The Old BLUE FITZHUGH China,	"
The Green and Gold MEDALLION Canton China,	"
The LACE BORDER and ROSETTE, Royal Worcester Porcelain Co.	
The Green FESTOON,	" "
The VIGORNIA China, White & Gold Encrusted,	"
The MALVERN, MULBERRY and DOVE,	"
The ALEXANDRA,	Booths, Ltd.
The MARQUIS,	"
The BELGRADE China,	Doulton & Co.
The ALCAZAR,	Wm. Adams & Co.
The ST. LAZARE SPRAY,	Haviland & Co. China.
The OPORTO,	"
The DONHOFF,	" "
The SPRINGTIME	" "
The SONDERBURG,	" "
The MAYENNE,	" "
The PRINCESS,	" "
The AMSTEL,	" "
The ST. GEORGE, Gold Encrusted	" "
The COUNTESS,	" "
The AUTUMN LEAF,	" "
The LISBON,	" "
The MONACO,	" "
The VALMONT,	" "
The CASTIGLIONE,	Porcelaines G D A China.
The MALABOR, Hotel,	" "
The BALUSTERE, Hotel,	" "
The CALVADOS, Encrusted Gold,	" "
The ATHENA.	J. Pouyat
The NARBONNE, Green Band and Gold Lace,	" "
The BARONIAL, White and Gold,	Bavarian China.
The CASSEL,	" "
The LILLE,	Gustav Vogt
The LOUVRE,	Theodore Haviland & Co
The HANOI,	" "
The BELFORT,	" "
The ARENIDA,	L'Union Ceramique
The BLUE CHINESE,	J Wedgwood & Sons
The SOFIA China,	" "
The BRINDISI,	Ginori Italian China.
The Royal Dresden BLUE ONION Porcelain, Crossed Swords brand	
The MEISSEN CHINA (Dresden) Blue Onion.	
The ODESSA, White and Gold Encrusted,	John Aynsley & Son

and other stock patterns from original sources.

Also, Grindley's W. G. and Johnson's White Semi-Porcelain; Alfred Meakin's W. G., Haviland White, Gold and Decorated china, and Staffordshire, German, Japanese and French China Novelties; also the best things from the Greenwood Pottery Co., Lenox, Onondaga China, W. S. George Pottery Co., and others.

Our facilities for readily matching STOCK PATTERNS will be appreciated when we state the fact that we have upwards of 9,000 BINS occupied in our main store and our storehouse in South Boston.

☞ Stock Patterns" which cannot be readily matched cause more annoyance than profit.

CROCKERY AND GLASS Journal

Vol. 84. No. 26

Dec. 28, 1916

QUALITY. SERVICE.

Fostoria Glass Co.,

Moundsville, W. Va.,

MAKERS OF

Pressed and Blown Tableware, Stemware, Tumblers.

Complete lines of Deep Etched, Needle Etched and Light Cut Tableware.

Decorated Glass in fired colors and Coin Gold Decorations.

Samples now on display in our permanent show rooms.

PERMANENT SHOW ROOMS:

New York City, 66 West Broadway. John Nixon.
Chicago, Ill., 807-809 Masonic Temple. H. A. Marshall.
Boston, Mass., 105 Federal St. Geo. K. Marshall.
Philadelphia, Pa., 213 Commercial Bldg. Jos. Tomkinson
San Francisco, Cal. 618 Mission St. B. F. Heastand.
Dallas, Texas, Cor. Elm and Poydras St. H. J. Blakeney.
Baltimore, Md., 121 W. Baltimore St. W. T. Owen.
Buffalo, N. Y., 311 Main St. A. H. Sharpe.
Denver, Col., 1523 Glenarm St. Chas. E. Hilliker.

TO THE TRADE.

WHEN in Pittsburgh be sure to see our 1917 Decorations—No. 107 Ruby Rose, No. 108 Golden Fly, No. 109 Clover Gold—with 24-Karat Gold Trimmings on Stemware and Vases.

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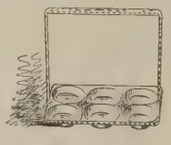


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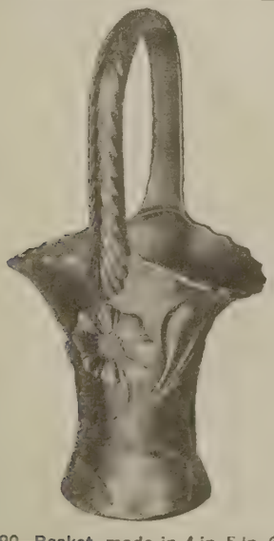
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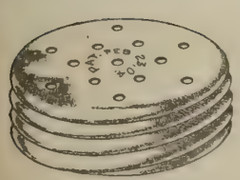
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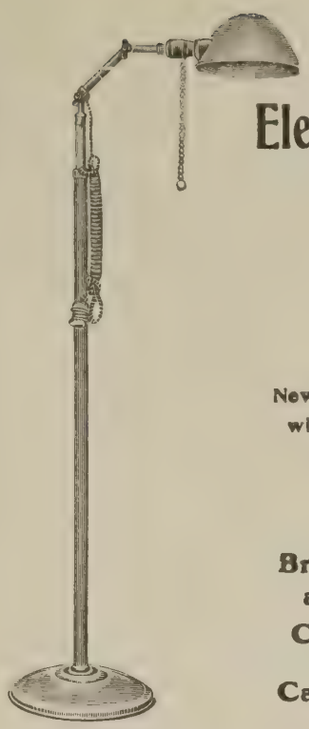
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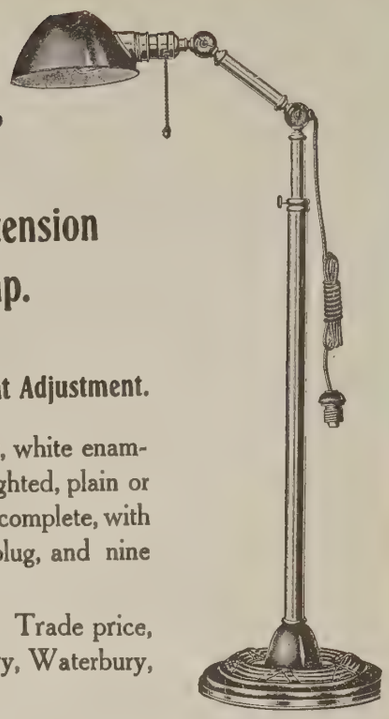
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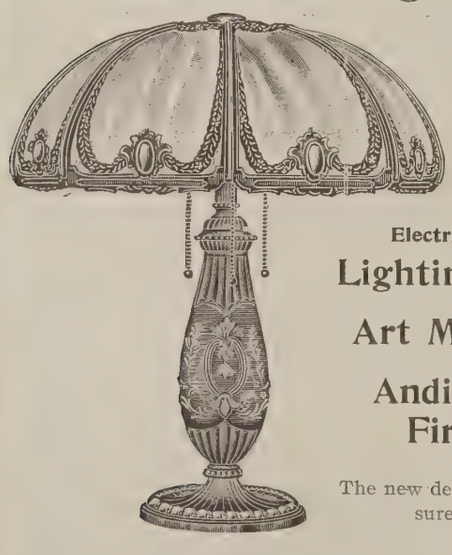
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